

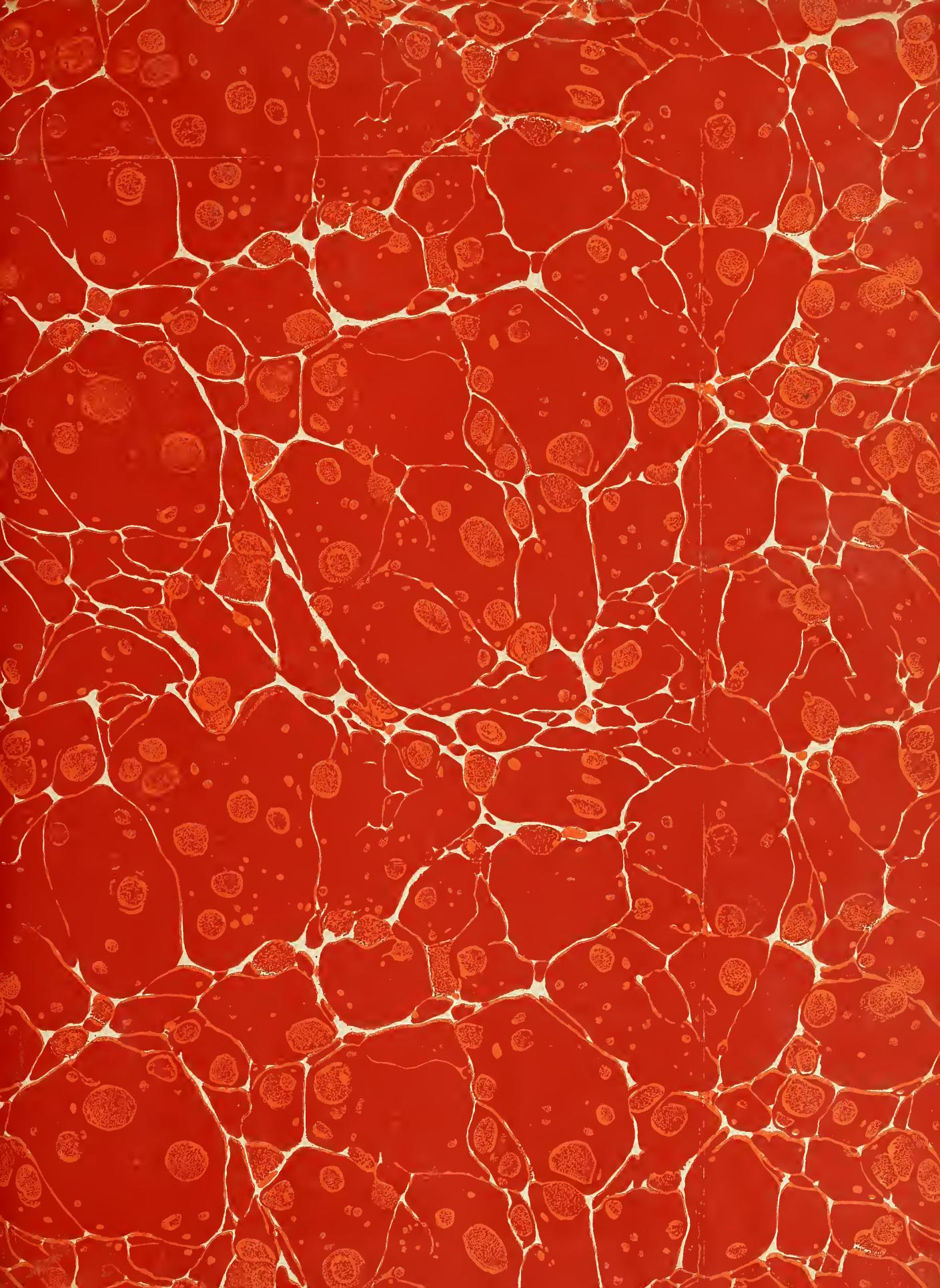
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STATE AND FEDERAL
MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

January 3, 1923.

Vol. III, No. 1.

INSPECTION SERVICE OF VALUE TO NEW YORK SHIPPERS

Interesting examples of the value of shipping-point inspection service on potatoes are cited by H. D. Phillips, Director of the Bureau of Markets and Storage, New York State Department of Farms and Markets, Albany, N. Y. Three different wholesale dealers in one of the large cities, who had ordered on the same day from a shipper in western New York cars of United States No. 1 potatoes at an agreed price f.o.b. shipping point, wired asking adjustments of from \$40 to \$75 a car, claiming that the potatoes were not up to grade. In reply the shipper sent the following wire to each dealer, "Official State-Federal inspection before shipment shows car U. S. No. 1. Expect you take or else will sell for your account." The three dealers took the cars and paid the drafts without further protest.

Another instance related by Mr. Phillips shows that an inspected car of potatoes was refused by the receiver on the grounds of poor quality. The receiver wired the shipper that he would take the car if an allowance be made of 40 cents a sack. The shipper called the attention of the dealer to the official certificate of grade attached to the bill of lading, and stated if the draft was not paid the car would be diverted to another point and sold for the dealer's account, proper legal action to be taken later to collect difference due the shipper. The dealer phoned the shipper that he would take the car of potatoes and pay the draft, and, much to the surprise of the shipper, placed an order for another car. Without the inspection certificate the shipper undoubtedly would have had to accept a considerable reduction on the car.

Mr. Phillips states that nearly every shipper in New York using the shipping-point inspection service has had experiences similar to the foregoing. Upon ten cars, not included in those mentioned above, for which complete data have been collected by the supervising inspector, adjustments or reductions amounting to \$450 were asked. In every case the adjustment was refused by the shipper and because of the protection of the official grade certificates the drafts were paid by the dealers.

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VIRGINIA CONTEMPLATES ESTABLISHMENT OF MARKET-NEWS SERVICE

In connection with the working out of plans for the establishment of an extensive market-news service for farmers and shippers of Virginia, J. H. Meek, Director, Division of Markets, Richmond, Va., spent one day last week in the offices of the Federal Bureau of Agricultural Economics, conferring with various specialists.

MARYLAND'S COOPERATIVE LAW EXPLAINED IN EXTENSION BULLETIN

"The Cooperative Association Law of Maryland" is the title of Bulletin No. 26, just off the press of the Extension Service of the University of Maryland, College Park, Md. The text of this law, which pertains to the organization of cooperative associations, approved April, 1922, is quoted in full. According to the author of the bulletin, Dr. F. B. Bomberger, Assistant Director of Extension and Specialist in Marketing and Organization, the cooperative association law "provides for the incorporation of cooperative associations composed of 'any number of adult persons, not less than five, at least two of whom are residents of the State, engaged in the production of agricultural products as farmers, planters, ranchmen, dairy-men, beekeepers, nut or fruit growers....with or without capital stock, for the purpose of collectively producing, processing, preparing for market, handling, storing and marketing in interstate and foreign commerce such products of persons so engaged, or of acting as the selling or buying agent or both for its members.'"

The term "cooperative" according to the act can be used only by such associations as are operated for the mutual benefit of the members thereof, and conform to the following requirements:

"First, that no member of the association is allowed more than one vote because of the amount of stock or membership capital he may own therein.

"Second, that the association does not pay dividends on stock or membership capital in excess of 8 per cent per annum.

"Third, that the association shall not deal in products of non-members to an amount greater in value than such as are handled by it for members.

"Fourth, that the proceeds from the business of such association, after payment of all necessary expenses and authorized deductions, are distributed to the members in proportion to the volume of business transacted by said members with the association."

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DR. NOURSE'S ARTICLE ON ECONOMIC PHILOSOPHY OF COOPERATION REPRINTED

A reprint has been made of the article by Dr. E. G. Nourse, Chief of the Agricultural and Farm Management Section of the Iowa State College, Ames, Iowa, entitled, "The Economic Philosophy of Cooperation," appearing in the December, 1922, number of the American Economic Review.

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COSTS IN MARKETING NEW JERSEY PRODUCTS SET FORTH IN BULLETIN

"Some Costs of Marketing Perishable Products in New Jersey" is the subject of Circular No. 52, recently published by the New Jersey State Department of Agriculture, Trenton, N. J.

CALENDAR SHOWS DATES OF HOG SALES IN CALIFORNIA

A calendar showing the dates of the hog auction sales to be held in California during the year, 1923, has just been issued by the California Farm Bureau Marketing Association. With the assistance of the Extension Service of the University of California, Berkeley, Calif., this association was organized four years ago in order to handle cooperative hog sales in seven counties in the vicinity of Fresno. No two sales are held on the same day. For instance, the Fresno sales are generally held on the first and third Fridays of each month, the Wasco sales on the first Saturday of each month, the Bakersfield sales on the third Saturday of the month, and so on. During the four-year period, ending December 31, 1922, approximately 191,600 hogs were sold at the 732 sales held. The hogs sold represented 2,322 carloads. This cooperative method of selling hogs has taught the hog raisers what types of stock bring the best prices, also the growers are better able to secure the Chicago market prices for similar grades of hogs.

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NEW YORK MARKET REPORTS GIVEN WIDE DISSEMINATION IN STATE

From a recent survey made by the Bureau of Markets and Storage, New York State Department of Farms and Markets, Albany, N. Y., to determine the extent to which the market news reports were being used, it was learned that 12 morning newspapers, with a combined circulation of approximately 480,000 copies were printing the full daily New York City market and Buffalo feed market reports sent out by wire through the various press associations. The briefer report on the New York market sent out by wire each day for afternoon papers is being printed in 37 newspapers. In addition to this, daily reports are sent by mail to approximately 70 other papers in the State.

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PENNSYLVANIA MARKETING CHIEF VISITS FEDERAL BUREAU

Porter R. Taylor, Acting Director, State Bureau of Markets, Harrisburg, Pa., spent three days last week in the Washington offices of the Federal Bureau of Agricultural Economics, conferring with specialists regarding various marketing problems. He was particularly interested in the subjects of warehousing and grain marketing.

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CHIEF GRAIN INSPECTOR FOR NORTH DAKOTA APPOINTED

J. N. Hagen, formerly State Commissioner of Agriculture in North Dakota, assumed duties January 1 as chief grain inspector for North Dakota, with headquarters at Bismarck.

WESTERN STATES APPOINT TRANSPORTATION COMMITTEE

At the annual convention of California fruit growers and farmers, held recently in Sacramento, Calif. under the auspices of the State Department of Agriculture, a committee of representatives of eleven western States was appointed to aid fruit growers of that section in their transportation problems. G. H. Heckle, Director of the California Department of Agriculture, will serve as chairman. E. L. French, Director of Agriculture, Olympia, Wash.; Miles Cannon, Commissioner of Agriculture, Boise, Idaho; A. A. Hinckley, Commissioner of Agriculture, Logan, Utah, have been appointed on this committee from their respective States. Representatives from the other States have not yet been designated.

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GRAPE-MARKETING DATA PREPARED BY NEW YORK BUREAU OF MARKETS

A summary of the data gathered by the Bureau of Markets and Storage, New York State Department of Farms and Markets, Albany, N. Y., in connection with the special grape market-news reports issued during October from the Buffalo office of the State Bureau, was prepared for release in the newspapers and agricultural press of the State. The summary indicates the price ranges in the different markets during the season, the approximate shipments from the different grape sections and the distribution of New York State grapes in the various markets of the country.

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ANNUAL REPORTS OF MARKETING, CROP ESTIMATING AND FARM MANAGEMENT WORK

Copies of the printed reports of the Chief of the former Bureau of Markets and Crop Estimates and the Office of Farm Management and Farm Economics, United States Department of Agriculture, for the fiscal year ended June 30, 1922, may be obtained free from the Division of Publications, Department of Agriculture, Washington, D. C. The reports cover the various lines of activity conducted by these two branches of the Department before their merger, July 1, into the present Bureau of Agricultural Economics.

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WOOL-GRADING DEMONSTRATION FOR NEW MEXICO EXTENSION WORKERS

A demonstration in wool grading will be given by C. A. McNabb, Extension Agent in Marketing, State College, N. M., in connection with the annual conference of New Mexico extension workers to be held at the New Mexico College of Agriculture and Mechanic Arts, during the week of February 5. In demonstrating what constitutes the various grades of wool and what adds to the merchantable value in preparing wool for market, Mr. McNabb will use the Federal tentative wool standards.

MARKETING TO BE CONSIDERED AT LOUISIANA FARMERS' WEEK

Several marketing subjects will be given consideration during Farmers' Week at the Louisiana State University, Baton Rouge, La., January 8-13. Among the addresses to be delivered, the following are noted: "The Market Outlook for Cattle," "Potato, Strawberry and Truck-Crop Marketing Contracts," "Selection of Eggs for Marketing," and "The Standardization of Poultry and Poultry Products." A course in cotton grading and classing is one of the main features of the program.

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SERIES OF GRAIN-GRADING MEETINGS TO BE HELD IN MONTANA

In preparation for a series of meetings to be held throughout Montana for the purpose of explaining grain grading in its relation to crop standardization, A. J. Ogaard, Agronomy Specialist, Montana State College of Agriculture, Bozeman, Mont., recently spent three days in the Minneapolis office of the Federal Grain Supervision, familiarizing himself with the details regarding the application of the Federal grain standards.

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CONNECTICUT EXTENSION PAPER TO CHANGE NAME

Beginning with the January number, the name of the Extension Service News, published by the Extension Service of the Connecticut Agricultural College, Storrs, Conn., will be changed to Connecticut Agricultural College Review. The paper will deal with all phases of the college work, including the Extension Service, the resident teaching division, and the Storrs Experiment Station.

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GRAIN-GRADING DEMONSTRATION GIVEN FOR COLORADO FARMERS

A three-hour demonstration in grain grading was given by E. A. Hill, Federal Grain Supervisor, Denver, Colo., in connection with the Farmers' Congress recently held at the Colorado Agricultural College, Fort Collins, Colo. Approximately 200 interested farmers and students in agronomy were instructed in the correct application of the Federal grain standards.

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GRAIN-GRADING CLASS VISITS FEDERAL GRAIN SUPERVISION OFFICE

Professor F. E. Robbins, in charge of the grain-grading work at Purdue University, Lafayette, Ind., recently took his class to the office of the Federal Grain Supervision at Indianapolis, to observe how an inspection department and supervision office are conducted.

POTATO PUBLICATION GIVES CURRENT FIGURES ON CARLOT SHIPMENTS

The Potato Digest, the official organ of the Minnesota Potato Exchange, Minneapolis, Minn., contains, during the shipping season, a weekly summary of the carlot shipments of potatoes from the potato states of the northwest. The summary includes a tabulation of the shipments for the current week, for the corresponding week of the preceding year, for the previous week, the total shipments recorded this season to date, the total last season for a corresponding date, and the grand total of last season.

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VERMONT AGRICULTURAL COMMISSIONER DISCUSSES MILK PRICES

The address given by E. S. Brigham, Commissioner of the Vermont Department of Agriculture, Montpelier, Vt., at the annual meeting of the National Milk Producers' Federation at Springfield, Mass., on the subject, "Relation between the Price of Milk and the Prices of Milk By-Products," is printed in a recent number of the Vermont Creamery and Market News Letter, published by the Vermont Department of Agriculture.

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MISSOURI MARKETING BULLETIN DISCUSSED IN NEW YORK PAPER

A short article pertaining to the Missouri Marketing Bulletin, the monthly publication of the Missouri State Marketing Bureau, Jefferson City, Mo., appears in the December 30 issue of The Rural New Yorker. The article outlines the scope of news printed in the Bulletin, with particular reference to the for-sale and exchange feature of the publication.

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DELAWARE EXTENSION SERVICE DISCONTINUES ISSUANCE OF MONTHLY NEWS

The Extension Service News, the monthly publication of the Extension Department of the University of Delaware, Newark, Del., was discontinued with the November issue. All publicity relating to the various activities of the Extension Service will hereafter be given through the commercial press.

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MISSOURI PROFESSOR VISITS FEDERAL GRAIN INSPECTION OFFICE

In order to obtain first-hand information regarding Federal methods of grading grain and to discuss various marketing problems, W. D. Frear, Extension Associate Professor of Field Crops, University of Missouri, Columbia, Mo., recently visited the Kansas City (Mo.) office of Federal Grain Inspection.

STATE AND FEDERAL

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January 10, 1923.

Vol. III, No. 2.

FEDERAL TENTATIVE WOOL GRADES GIVEN ENDORSEMENT

Unqualified endorsement of the wool standardization work being carried on by the Federal Bureau of Agricultural Economics is given in the December number of the "American Sheep Breeder and Wool Grower." In commenting upon the Federal tentative grades for wool, the following statements are made:

"The American Sheep Breeder endorses the activities of the Department of Agriculture and also the grades that the Department recommends as standards for the United States and it urges every wool producer in the United States to get behind this wool marketing program and give it his individual and collective endorsement. This movement is a step in the right direction and if the wool growers do not take advantage of the work which the Department is doing for them they should be criticised as neglecting their opportunities. Every other branch of the industry has been awake to the need of standardization, in fact, the manufacturers making up the three big associations in this country have appointed a joint Committee on Research and Standardization representing the manufacturers of the United States, which committee is giving its attention to the standardization of tops, yarns and cloth; however, no successful program of yarn and cloth standardization can be carried out until standards for wool grades are first established, given official recognition and adopted by the wool producers of the country. This Research and Standardization Committee realizes this and has endorsed the wool grade standardization program of the Department but they have made certain recommendations which will necessitate the establishment of more grades than now proposed by the United States Department of Agriculture. If the manufacturers are interested in this proposition the wool producers should be also.....

"In view of the fact that so many sets of wool grades have been distributed up to the present time in every corner and nook of the United States it seems to us as though the grades as suggested are acceptable and practicable. From some quarters we learn that manufacturers are indicating their needs according to these sets.

"The one big point is this: a big piece of work has been undertaken which five years ago it was universally said was impossible of accomplishment. Today we have the realization of what was then an imagination, and while probably it may not be perfection, yet it is the best piece of work along this line which has ever been presented and accepted for our guide in establishing uniform practices and common terminology in wool grading."

FAVORABLE COMMENTS MADE REGARDING RADIO MARKET REPORTS

During the first week of January the radio broadcasting stations which send out crop and market reports notified their many listeners that the Federal Bureau of Agricultural Economics would like to hear from them in regard to the value of the reports.

In two days 127 letters from 10 different States and from persons engaged in various lines of work were received by the Radio News Service of the Federal Bureau. These letters stressed the importance of the Federal market reports and urged that they be continued. It is of interest to note that of the 127 replies received in the two-day period, 45 were from farmers; 35 from mills, elevators and grain dealers; 21 from miscellaneous firms; 3 from banks; 2 from cooperative marketing associations; one each from a high school and a farm bureau; and 14 from individuals whose business could not be determined.

These representative replies convince those concerned in the Radio News Service that the broadcasting stations are meeting a special need throughout the country and that the use to which the reports are put shows that persons in a variety of occupations find them of value.

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HOW ONE MARKETING SPECIALIST USES HIS TIME

R. S. Besse, Specialist in Marketing and Organization, Oregon Agricultural College, Corvallis, Ore., spends about one-half of his time in the field visiting the various cooperative organizations of the State and advising with them regarding the operation of their associations along sound business lines. He also confers with groups of producers interested in forming cooperative marketing organizations, pointing out to them the fundamental factors to be considered before such a movement can be successfully launched. For example, after going over the situation with a number of farmers interested in organizing a cooperative cheese factory, he strongly advised against such action at that time, because of the shortage of available cows to support such a factory. Mr. Besse is of the opinion that it is as much the duty of his office to discourage improper, untimely, premature organization of cooperative enterprises as it is to aid and strengthen those associations already formed.

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L. G. MICHAEL RETURNS FROM AGRICULTURAL INVESTIGATION IN EUROPE

Louis G. Michael, Consulting Specialist, Federal Bureau of Agricultural Economics, who, for the past fourteen months has been making a study of the agricultural situation in the Balkan States, has returned to the Washington offices of the Bureau where he will prepare a complete report of his investigation.

Mr. Michael reports some very interesting facts regarding the economic conditions in Europe.

OFFERS SUGGESTIONS FOR THE SETTING UP OF A COOPERATIVE ORGANIZATION

Fourteen suggestions in regard to the setting up of commodity co-operative organizations are given by J. R. Hutcheson, Director of Extension, Virginia Polytechnic Institute, Blacksburg, Va., in the Decemoer number of the Extension Division News. In commenting upon the cooperative marketing movement, Mr. Hutcheson says:

"With the rapid spread of cooperative marketing throughout the United States during the past few years many mistakes have been made and much has been learned in the school of experience. Practically every co-operative marketing association yet established has had to go through a period of poor management and be reorganized before it accomplished successfully what it set out to do...."

"In the opinion of the writer a large number of the mistakes made by these organizations could have been avoided if the latter had been set up correctly. The trouble in the past has been that there were not enough successful cooperatives on a large scale to furnish the experience needed, but with the great spread of the cooperative movement this experience has been gained and some pretty definite rules can be laid down in regard to what to do and what not to do in setting up cooperative marketing associations."

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TENNESSEE EXTENSION DIVISION APPOINTS AN ORGANIZATION SPECIALIST

Ralph J. Morgan has been appointed as Organization Specialist by the Extension Service of the University of Tennessee, Knoxville, Tenn. Mr. Morgan, a graduate of the University of Michigan, was formerly with the soils department of Cornell University and later with the Bureau of Plant Industry, United States Department of Agriculture. He also served as District Agent with the Extension Service of Kentucky until 1920, since which time he has been engaged in organization work with the Alabama Farm Bureau. Recently he has been directing a campaign for the organization of a strong farm bureau and cotton association in Mississippi. Mr. Morgan will assist the Tennessee Farm Bureau Federation in organizing a cotton association in western Tennessee.

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SURVEY TO BE MADE OF COOPERATIVE CONCERNS IN NORTH DAKOTA

Plans are being worked out by A. H. Benton, Head of the Department of Marketing and Rural Finance, North Dakota Agricultural College, Agricultural College, N. D., for a survey of the cooperative grain elevators and cooperative potato-shipping associations in North Dakota. Most of the information will be collected through the county agents of the State. In those counties where no agents are stationed it will be necessary to send a special investigator. This survey is being made preliminary to an extensive cost-of-marketing study to be undertaken at a future date.

PROGRAM FOR NEW JERSEY'S AGRICULTURAL WEEK INCLUDES MARKETING SUBJECTS

The subject of marketing claims its share of the program for the annual meeting of the New Jersey State Agricultural Convention in its observance of "Agricultural Week" in Trenton, N. J., January 16-19.

Dr. Frank App, who has been conducting an investigation of the potato industry for the New Jersey State Bureau of Markets, the State College of Agriculture and the New Jersey Federation of County Boards of Agriculture, will lead a discussion on the subject, "Economic Studies of the Potato Industry as Applied to New Jersey." H. W. Samson, Specialist in Standardization, Federal Bureau of Agricultural Economics, will discuss, "Penalty for Misbranding Potatoes." Among the other marketing topics to be considered, the following are noted: "New York City Egg Prices and What They Mean to the Poultry Raiser in New Jersey," by Professor Henry Keller of the Department of Agricultural Economics at the State College of Agriculture; "The Federated Fruit and Vegetable Growers, Inc.," and "Cooperation among Farmers," by A. R. Rule, Manager of the Federated Fruit and Vegetable Growers, Inc.; "Standardization of Farm Products and Its Relation to Successful Cooperative Marketing," by W. F. Schilling, President, Twin City Milk Producers' Association, Northfield, Minn.; and "Marketing Milk" by Bradley Fuller, Director, Dairymen's League Cooperative Association, Utica, N. Y.

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MARKETING SPECIALIST TO ASSIST IN GRAIN-MARKETING PROBLEMS

At the recent meeting of directors of the Cooperative Grain Growers' Association, Portland, Ore., R. S. Besse, Specialist in Marketing and Organization, Oregon Agricultural College, Corvallis, Ore., was appointed on a committee to suggest better plans for the handling of wheat in districts where local buyers are offering an advanced price over the association.

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CONFERS WITH TRADE REGARDING GRADES FOR CANNING-STOCK TOMATOES

C. W. Hauck, Investigator in Marketing Fruits and Vegetables, Federal Bureau of Agricultural Economics, attended the meeting of the Tri-State Canners' Association, held recently in Philadelphia, Pa., in order to confer with members of the trade relative to the formulation of tentative grades for canning-stock tomatoes.

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HEAD OF NEW YORK TRAFFIC BUREAU RESIGNS.

N. D. Chapin, Director of the Traffic Bureau of the New York State Department of Farms and Markets, Albany, N. Y., resigned his position, effective December 15, to become General Traffic Manager of the Solvay Process Co., Syracuse, N. Y.

AGRICULTURAL INTERESTS TO CELEBRATE "MARYLAND WEEK"

Many interesting marketing subjects are included in the program for "Maryland Week" being celebrated January 10-12 at Frederick, Md., by the State Agricultural Society, the county farm bureaus, county federations and affiliated associations. Among the addresses scheduled, the following are noted: "A National Fruit and Vegetable Growers' Organization," by B. F. Mooraw, President Virginia State Horticultural Society; "Marketing of Truck Crops," by S. H. DeVault, Assistant Extension Specialist in Marketing, University of Maryland; "Wool Grades and Grading," by George T. Willingmyre, Wool Marketing Specialist, Federal Bureau of Agricultural Economics; and "Handling and Storing Sweet Potatoes," by J. H. Beattie, Horticulturist, Federal Bureau of Plant Industry.

There will be fifteen-minute discussions by representatives of the trade regarding new types of fruit containers. Also general discussions will be held on such subjects as cooperative marketing in Maryland; cooperative buying; financing the farmers through organizations; cooperative purchasing and marketing of beef cattle; and the grading, packing and marketing of tobacco.

A sheep-shearing demonstration and an exhibit of wool samples and lamb carcasses will be made in connection with the meetings of the Maryland Sheep Growers' Association.

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UNITED STATES AND EGYPT TO EXCHANGE CROP REPORTS BY RADIO

The United States Department of Agriculture has just completed arrangements for the interchange of crop reports on cotton and wheat in the United States and Egypt. As soon as the reports on crop acreage and forecasts are available in each country the news will be dispatched at once by cable or radio to the other country.

Immediately upon receipt of the Egyptian news, the reports will be broadcast throughout the United States by telegraph and radio. By this new plan it is expected that the time consumed in placing important crop news in the hands of American farmers will be reduced to a minimum.

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GOVERNOR RECOMMENDS CHANGES IN DEPARTMENT OF FARMS AND MARKETS

Governor Alfred E. Smith of New York in his annual message to the State Legislature recommended, among other things, that the present State Department of Farms and Markets be abolished and a single commissioner substituted.

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TEMPORARY MARKET NEWS STATION ON LETTUCE TO BE OPENED IN FLORIDA

A temporary field station for the issuing of market reports on lettuce will be opened by the Federal Bureau of Agricultural Economics at Sanford, Fla., about January 22.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

S. 4262 by Senator Ladd of North Dakota, to provide for stabilizing the prices of certain farm products.

S. 4280 by Senator Capper of Kansas, to provide credit facilities for the agricultural and live-stock industries.

S. Res. 389 by Senator Norris of Nebraska, directing the Federal Trade Commission to investigate the proposed merger of the Armour and Morris Meat Packing Companies.

H. R. 13671 by Mr. Langley of Kentucky, to authorize an appropriation to enable the Secretary of Agriculture to purchase and distribute valuable seeds.

Bills upon which action was taken during the week:

H. R. 13481, the Agricultural Appropriation Bill has passed the House and has been reported to Senate from Senate Appropriation's Committee.

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REPORT OF COMMITTEE ON COOPERATIVE ORGANIZATION MIMEOGRAPHED

Mimeographed copies have been made of the report submitted by the Committee on Cooperative Organization at the recent annual meeting of the National Association of State Marketing Officials. Hugh J. Hughes, Director of Markets, St. Paul, Minn., was chairman of the committee. The report sets forth the twelve principles believed by the members of the committee to be the well-established fundamentals of cooperative organization.

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MARKETING SUBJECTS DISCUSSED AT INDIANA FARMERS' SHORT COURSE

J. Clyde Marquis, Director of Information, Federal Bureau of Agricultural Economics, addressed the Farmers' Short Course at Purdue University, Lafayette, Ind., this week, on the subject, "New Aids for the Farm Business." Addresses on several other marketing subjects are included in the program for the Short Course, particularly with reference to the marketing of dairy and poultry products.

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SHORT COURSE IN COTTON MARKETING TO BE GIVEN IN NORTH CAROLINA

A two-weeks' cotton marketing class will be a feature of the Short Course for farmers at the North Carolina State College of Agriculture and Engineering, Raleigh, N. C., this month. R. L. Kause, Specialist in Cotton Classing, Federal Bureau of Agricultural Economics, will conduct the class and demonstrate the United States official standards for cotton.

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January 17, 1923.

Vol. III, No. 3.

AGRICULTURAL CONFERENCE CALLED BY GOVERNOR OF MASSACHUSETTS

The Governor of Massachusetts has called an Agricultural Conference at Boston, January 16-17, to consider the economic problems which confront New England agriculture. The benefits resulting from the National Agricultural Conference, called by President Harding at Washington last winter, led Governor Cox of Massachusetts to believe that similar profit may result from intensive study of the sectional needs of New England by those who are leaders in its agricultural, economic and industrial life.

Through a series of committees representing the various commodity products of New England agriculture, and also special subjects such as transportation, finance, cooperative marketing, etc., it is hoped that a constructive program may be mapped out for the next ten years.

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FIRST SWEET-POTATO STORAGE REPORT ISSUED

The first sweet-potato storage report, showing stocks of sweet potatoes in storage December 15, 1922, was released by the Federal Bureau of Agricultural Economics on January 13. The report, based on information from 1,272 sweet-potato storage houses in 22 States, most of which are commercial warehouses, also shows the stocks in storage on December 15, 1921.

According to the report, 2,895,000 bushels of sweet potatoes were in storage on December 15, 1922, as compared with 2,985,000 for the same date of the previous year.

The next report will be issued as of March 1 and probably will contain returns from a larger number of houses. Thereafter it is planned to issue the reports monthly.

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CONNECTICUT EXTENSION SERVICE RECOMMENDS MODEL ROADSIDE MARKET BUILDING

Blue prints of a model roadside market building are being distributed free of charge to residents of Connecticut by the Extension Service of the Connecticut Agricultural College, Storrs, Conn. The suggested structure is 16 feet long, 14 feet wide and 7 feet high. The front and a portion of the end sections are removable, making it possible to view from three sides the products displayed. A view of the plan of the roadside market building, recommended by the marketing department of the Extension Service, is printed in the January number of the Connecticut Agricultural College Review.

FEDERAL HAY GRADES AND INSPECTION SERVICE

Grades for timothy, clover, timothy and clover mixed, mixed grass, and timothy and grass mixed hay have recently been recommended by the Federal Bureau of Agricultural Economics and the Secretary of Agriculture has issued regulations governing the inspection of hay.

To make the grades effective hay inspectors have been appointed at Boston, New York City, Philadelphia, Richmond, Va., Washington, D.C., Alexandria, Va., Chicago, and Auburn, N. Y. The seven cities first mentioned have been designated as important central markets. Inspectors at these points will attend first to the inspection needs of their own market but when requested will make inspections at other nearby points if they have the time. The inspector at Auburn, N. Y., will make inspections wherever requested at shipping points in that territory.

The inspector at Boston is employed cooperatively by the City of Boston and the United States Department of Agriculture. This is one of the first instances of the cooperative employment of an inspector by the Department of Agriculture and a municipality. The other inspectors, except those at Washington and Alexandria, are employed under cooperative agreements between the Department and hay trade organizations.

Names and addresses of the inspectors and copies of the grades and regulations of the Secretary may be obtained from the Hay, Feed and Seed Division, Bureau of Agricultural Economics, Washington, D. C.

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MINNESOTA CERTIFIED SEED POTATOES FIND MARKET IN SOUTH

A good market for Minnesota-grown certified seed potatoes has been found in Florida, according to A. G. Tolaas, in charge of the potato seed certification work of the Minnesota Department of Agriculture, University of Minnesota, St. Paul. Louisiana and Texas have also purchased Minnesota seed stock for January and February planting.

Certified seed potatoes are divided into three grades according to productiveness, conformity to the accepted type, and quality. These grades are designated as XXX, XX and X. Grade X potatoes are those which just meet the certification requirements, while only potatoes showing exceptional superiority are designated as grade XXX. The minimum standard for each grade, owing to the importance of environmental influence involving the factors mentioned, must necessarily be fixed each year.

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BOSTON CHAMBER OF COMMERCE PRINTS SERIES OF MARKETING ARTICLES

"From the Field to the Dinner Table" is the subject of a series of articles on the grower, wholesaler, retailer and consumer, appearing in Current Affairs, the weekly publication of the Boston Chamber of Commerce. This page is reprinted each week by the Massachusetts State Division of Markets, Boston, and forwarded to a number of interested persons.

MASSACHUSETTS AGRICULTURAL ORGANIZATIONS MEET THIS WEEK

The Massachusetts State Department of Agriculture, Boston, Mass., is assisting in the fifth annual meeting of Massachusetts agricultural organizations being held in Boston, this week. Marketing subjects again hold a prominent place on the several programs. At the meeting of the Massachusetts Fruit Growers' Association, W. A. Munson, Director of the State Division of Markets, will outline "The Marketing Situation." A representative from New York will explain "What Cooperation Has Done for the New York Fruit Grower." "Marketing New England Products through the Federated Fruit and Vegetable Growers, Inc." will be discussed by A. R. Rule, General Manager of the Federation. "Marketing Apples in Boston" is the subject of another address. An apple grading and packing demonstration will be given by two of the State inspectors.

At the session of the State Vegetable Growers' Association, V. A. Sanders, Agricultural Statistician for the New England States, will discuss "Eighteen Months of Cooperative Crop Reporting in New England."

During the joint session of the New England Agricultural Conference and the Farm Bureau Federation, J. R. Howard, ex-president of the American Farm Bureau Federation, will speak on the subject, "American Agriculture - What of the Future?" Signora Olivia Rossetti Agresti, Rome, Italy, will address the joint meeting on "The Economic Solidarity of the World's Agriculture."

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COLORADO MARKETING SPECIALIST VISITS MICHIGAN POTATO EXCHANGE

W. F. Heppe, Extension Agent in Marketing, Fort Collins, Colo., recently visited the Michigan Potato Exchange, Cadillac, Mich., to study the organization and management of that association. The accounting methods used by the Exchange from the time the potatoes leave the local association until the final returns to the grower are made, were of special interest to Mr. Heppe. In addition to visiting the main offices of the Exchange in Cadillac, he also visited one of the local associations to obtain information regarding its operations. During the past year, Mr. Heppe has been assisting the potato growers of Colorado in forming cooperative marketing associations. Already several associations are operating successfully.

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PLANS BEING COMPLETED FOR MARKETING SCHOOLS IN OREGON

R. S. Besse, Specialist in Marketing and Organization, Oregon Agricultural College, Corvallis, Ore., has been devoting considerable time during the past few weeks to preparing for the series of marketing schools to be conducted throughout the State under the auspices of the State Extension Service. An outline of the marketing subjects to be considered at the schools has been drawn up.

WOOL-MARKETING MOTION PICTURE FILM RELEASED FOR DISTRIBUTION

Of particular interest to wool producers is the one-reel motion picture film, "The Golden Fleece" just released for distribution by the United States Department of Agriculture. This film, a contribution from the Bureau of Agricultural Economics, deals with the vicissitudes of a latter-day Jason, who finds in the proper grading of the wool he has to sell a solution for the problems arising in his particular quest for the golden fleece. Realizing that cleanliness and care in handling wool gives him no advantage under the old system with the itinerant junk man as the wool buyer, this Jason joins a wool growers' organization and sells his wool on grade, thus securing a price commensurate with the high quality of his clip, and learning that a clean fleece in its rightful grade is the true "golden fleece." At the same time, his neighbor, Old Man Hidebound, who thinks that cleanliness in handling wool is immaterial, finds that cleanliness is vital and profitable when wool is sold on actual grade.

The film includes close-up pictures of the Federal tentative grades for wool and a series of scenes illustrating the use of the wool box recommended for the tying of wool.

The film may be borrowed from the Department of Agriculture for limited periods, or copies may be bought at the cost of printing.

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TABLE SHOWS PRICES OF OHIO FARM PRODUCTS

A table showing the prices received and paid by Ohio farmers for certain farm products, as of December 15, 1922, is given in the January 6 issue of the Market News and Exchange Bulletin, published by the State Division of Markets and Marketing, Columbus, Ohio. The figures, which were compiled by the cooperative crop-reporting service of the State Department of Agriculture, show the average prices received by farmers, according to district and State, for grains, hay, live stock, wool, chickens, milk, butter, eggs, potatoes, onions, and apples. The average prices of products bought by farmers, including bran, middlings, and cotton-seed meal, are also classified according to district and State.

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KANSAS STUDENTS STUDY GRAIN ELEVATORS

Twenty students in agronomy at the Kansas State Agricultural College, Manhattan, Kans., accompanied by R. M. Green, Assistant in Marketing Investigations, P. L. Mann, Assistant Professor in Milling Industry, and J. W. Zahnley, Associate Professor of Farm Crops, recently went to Kansas City to visit some of the large grain elevators and mills and State grain-inspection department. By this method the students were able to obtain first-hand information regarding the details of marketing grain and of manufacturing cereal products.

PROGRAM PLANNED FOR FARMERS' WEEK AT OHIO STATE UNIVERSITY

Dr. T. N. Carver, Professor of Economics, Harvard University, will be one of the main speakers during Farmers' Week at Ohio State University, Columbus, Ohio, January 29-February 2. Among the questions of national economic importance to be considered by Dr. Carver, are: "Is credit the chief need of the farmer?" "Shall we limit production?" and "What co-operation can and can not do for the farmer."

Dr. E. G. Nourse, Chief of the Agricultural Economics Section, Iowa State College of Agriculture, will discuss grain marketing. "Standardization of Vegetable Package and Pack" is the subject assigned to H. W. Samson, Specialist in Standardization, Federal Bureau of Agricultural Economics.

Among the other marketing topics to receive consideration are: "The County Live-Stock Shipping Companies in Ohio in 1921 and 1922," "Some Wool Marketing Problems," "Fluctuations in Prices and Their Significance to the Farmer," "The Prospect for a Stable Soy-Bean Market," "Some Observations of the Hog Market," and "Marketing the Broilers." A representative from Rhode Island will explain the Providence (R. I.) Market Gardeners' Association and its work.

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PUBLIC MARKET DEALERS CONSIDER COOPERATIVE ADVERTISING

Dealers located at Center Market, Washington, D. C., recently met with specialists of the Federal Bureau of Agricultural Economics, to consider the possibilities of cooperatively advertising their products. Ways and means of attracting more attention to the market and of improving its trade through advertising were discussed. A committee was appointed to consider the subject and to confer with press representatives in regard to arranging for local publicity.

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CLASS VISITS FEDERAL GRAIN SUPERVISION OFFICE

The class in grain grading at the State College of Washington, Pullman, Wash., accompanied by Professor E. G. Schafer, Head of the Department of Farm Crops, recently visited the Spokane office of Federal Grain Supervision. A demonstration was given for the benefit of the class, showing how a sample of grain is handled in a supervision office. Various matters pertaining to grain inspection were explained for the students.

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NEW JERSEY BUREAU OF MARKETS FURNISHES MARKET NEWS TO THE PRESS

The New Jersey State Bureau of Markets, Trenton, N. J., furnishes the Rural New Yorker with a weekly review of the Philadelphia produce market, for publication in the page devoted each week to market news and prices prevailing in the large eastern markets.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 4306 by Senator Dial of South Carolina, to further regulate the trading in future contracts of agricultural products.

S. 4324, by Senator Harrison of Virginia, to amend "An act to authorize association of producers of agricultural products."

Bills and resolutions upon which action was taken:

S. 4280 and S. 4287, providing credit facilities for the agricultural and live-stock industries, were reported out of the Committee on Banking and Currency with reports 998 and 1003 respectively thereon.

S. 4281, to appropriate \$500,000 for seed grain to be supplied to farmers in crop-failure areas of eastern Washington, was reported by the Senate Committee without amendment.

S. J. Res. 265, to stimulate crop production in the United States, was reported out of the Committee without amendment.

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WILL DEMONSTRATE CELERY GRADING TO FLORIDA SHIPPERS

Robert Bier, Investigator in Marketing Fruits and Vegetables, Federal Bureau of Agricultural Economics, is planning to spend some time in Sanford, Fla., investigating the grading of celery preparatory for shipment, and demonstrating the United States grades for celery. A temporary field station for the issuing of market reports on celery will be opened by the Federal Bureau at Sanford about January 22.

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MARYLAND INSTRUCTOR VISITS FEDERAL GRAIN SUPERVISION OFFICE

In order to obtain information relative to the sampling and laboratory procedure used in handling grain samples, Geary Eppley, instructor in grain grading at the University of Maryland, College Park, Md., recently visited the Baltimore office of Federal Grain Supervision.

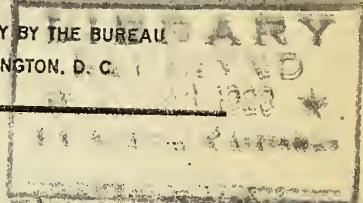
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HAY INSPECTION SERVICE SUCCESSFUL FIRST WEEK

During the first week in which the Federal grades for hay were effective, January 1-6, more than 50 inspections were made by the Federal inspectors at Chicago, Ill.; Richmond, Va.; and Auburn and New York, N. Y.

STATE AND FEDERAL
MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



January 24, 1923.

Vol. III, No. 4.

FINAL HEARINGS ON WOOL GRADES ANNOUNCED FOR FEBRUARY 6

Final hearings on the United States Standard Wool Grades, which have been formulated and distributed by the United States Department of Agriculture under the name of "Tentative Wool Grades," will be held in the Washington offices of the Bureau of Agricultural Economics, February 6, at 1 p.m.

The proposed Grades are intended for use in connection with the merchandising of graded wool.

All persons, or officials of organizations, who are interested in the proposed Grades are invited to be present or to send a representative to this final hearing.

It is hoped that all who attended the preliminary meetings in Boston, Philadelphia, and Chicago will be present at the final hearings, after which final action will be taken concerning United States Standard Wool Grades.

Those persons who have not submitted their comments to the Department of Agriculture and wish to do so, but who are unable to attend the final hearing, may do so in writing, addressing all communications to the United States Department of Agriculture, Washington, D. C., so that they will be received before one o'clock, February 6.

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SURVEY BEING MADE OF GRAIN-STORAGE FACILITIES IN NORTH DAKOTA

The survey of the grain-storage facilities of North Dakota, both in elevators and on farms, has been begun by the Department of Marketing and Rural Finance of the North Dakota Agricultural College, Agricultural College, N. D. A tabulation of local elevators in operation shows that there are 1,752 storage houses with a capacity of approximately 52,000,000 bushels. An estimate indicates that this is sufficient to take care of only one-half of the amount of grain marketed from an average crop, and one-third of the large 1922 crop. The Department of Marketing and Rural Finance points out that orderly marketing can not be carried on unless adequate storage facilities are available and that such facilities, coupled with the opportunity for farmers to borrow money on grain stored on farms, would aid greatly in solving the problem of adequate railroad transportation.

NEW ENGLAND MARKETING OFFICIALS TO HOLD ANNUAL MEETING

A joint meeting of the New England Association of State Marketing Officials and the New England Research Council on Marketing and Food Supply, will be held in Boston, Mass., February 1 and 2. Many questions of mutual interest to New England workers will be considered at these meetings. At the first morning's session, according to the tentative program, shipping-point inspection and certification of fruits and vegetables will be explained by D. L. Dilts, Specialist in Grades and Standards, New Jersey Bureau of Markets, followed by discussions by C. M. White, Chief of the Maine Division of Markets, and L. G. Mulholland, Agent in Marketing, Montpelier, Vt. Representatives from the six New England States will review the progress which has been made in their respective states during the past year along the lines of standardization. V. A. Sanders, Agricultural Statistician for New England, will explain the New England cooperative crop-reporting system.

The afternoon session, February 1, will be given over to research subjects. The basic economic problems around which New England's research program in agricultural economics should center, from the standpoint of Southern New England, will be considered by A. W. Manchester, Professor of Farm Management, Connecticut Agricultural College; and from the standpoint of Northern New England, by J. L. Hills of the University of Vermont. W. A. Schoenfeld, Director of Research, Federal Bureau of Agricultural Economics, will discuss the same subject from the marketing viewpoint, and E. A. Thompson, Springfield, Mass., from that of the banker. T. N. Carver, Professor of Economics, Harvard University, will summarize the discussions and analyze the problem as a whole. E. C. Shoup, Secretary of the New England Research Council, will review the progress which the Council has made in marketing research.

Extension will be the chief topic of the Friday morning's session. "What Can the County Agent Do, and What Can the Subject Matter Specialist Do to Bring about Better Marketing on the Part of the Farmer?" will be the subject of discussions by A. L. Deering, County Agent Leader in Massachusetts, and R. A. Van Meter, Assistant Extension Pomologist, Massachusetts Agricultural College. Fifteen minutes each will be allowed H. J. Baker, Director of the Connecticut Extension Service, R. J. McFall, Professor of Agricultural Economics, Massachusetts Agricultural College, and Eugene Merritt of the States Relations Service, United States Department of Agriculture, to consider the subject, "What Shall We Teach in Marketing Extension Work, and How Shall We Teach It?"

At the afternoon meeting the marketing officials from each State will review the progress which has been made in cooperative marketing during the past year and point out the needs for new development. At this session, A. E. Cance, Head of the Department of Agricultural Economics, Massachusetts Agricultural College, will speak on the topic, "Can Cooperative Marketing Raise the Price Level to the Farmer?" There will also be a talk on "The Effect of the Binding Contract in Cooperative Marketing."

I. G. Davis, Connecticut Agricultural College, Storrs, Conn., is secretary of the New England Association of State Marketing Officials.

MISUSE OF UNITED STATES GRADES FOR POTATOES HELD ILLEGAL

While the United States grades for fruits and vegetables are recommended for voluntary adoption by the trade, it is not the thought of the Department of Agriculture that the misuse of these grades for shipment in interstate commerce will be overlooked. During the past shipping season steps were taken, under the Food and Drugs Act, to stop the shipment of potatoes marked "U. S. Grade No. 1," which were grossly misrepresented. In the January 4th Service and Regulatory Announcements of the Bureau of Chemistry three cases of adulteration and misbranding of potatoes are cited.

In each case adulteration and misbranding were alleged for the reason that potatoes of an inferior grade were labeled and offered for sale as "U. S. Grade No. 1." In the first case, the claimant, having admitted the allegations of the libel and having consented to a decree, judgment of condemnation and forfeiture was entered, and it was ordered by the District Court of the United States that the product be released to said claimant upon payment of the costs of the proceedings, and execution of a bond in the sum of \$200 and conditioned in part that the sacks containing the said product be relabeled, "Field Run Potatoes containing 19% serious defects, 145 pounds."

No claimant having appeared for the property in the second case, cited, judgment of condemnation and forfeiture was entered and it was ordered by the Court that the product be destroyed by the United States marshal.

In the third case, the claimant admitted the allegations and the Court ordered the product released to said claimant upon payment of the costs of the proceedings and the execution of a bond in the sum of \$200 conditioned in part that the said product be relabeled, "Potatoes containing 25% serious defects, 145 pounds."

The United States Department of Agriculture is determined to pursue this policy vigorously and in so doing is warmly supported by the progressive members of the trade.

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GOVERNOR OF OKLAHOMA POINTS OUT NEEDS OF FARMER

In his recent message to the State Legislature, Governor Walton of Oklahoma, spoke at length upon the needs of the farmer and stressed particularly cooperative marketing. Credit to cooperative associations was urged to the end that farm crops might be marketed in an orderly manner at a price that would be fair to the producer. Correction of abuses in the present system of marketing various farm products should be made, Governor Walton declared, by the establishment of a market bureau under the direction of the State board of agriculture. Particular reference was made to approved grading and marketing practices for the protection of the farmer. He also urged the legislators to provide for extended credit to farmers which would do away with the annual dumping at harvest time with the resultant slump in prices. The need for amendments to the cooperative laws was pointed out to permit the marketing of the farmer's crop through duly incorporated cooperative marketing associations.

NEW ENGLAND AGRICULTURAL CONFERENCE PLANS TEN-YEAR PROGRAM

Definite recommendations for a ten-year program leading to the bettering of economic conditions as they affect New England agriculture were made in the reports submitted to the New England Agricultural Conference held in Boston, Mass., January 16-18. Approximately 270 delegates representing various agricultural interests were appointed to the conference by the governors of the six New England States. This conference is one of the substantial results of the National Agricultural Conference called last winter by President Harding in Washington, D. C., and was conducted on similar lines. Delegates were assigned to different committees to draw up plans and recommendations according to their specific interests. A few outstanding features of several of the committee reports are given below:

The Committee on Coordination between Agriculture, Commerce and Industry recommended, among other things, a definite plan of closer co-operation between chambers of commerce, boards of agriculture, agricultural colleges and farm organizations, but their outstanding proposal was that steps be taken to form a continuation committee which would lead to other conferences between agriculture, commerce and industry, and the formation of what might be called a New England Board of Agriculture or a Central Clearing House Board which would take up regional problems of New England agriculture. They urged that New England farmers support local industry by purchasing products of New England industries and a better understanding be developed between farmers and retailers handling New England products.

The Committee on Education presented a survey of the various educational agencies, which included a suggestion that duplication of effort be avoided by New England colleges through the coordination of research, extension teaching and surveys of resources and potential development.

The Committee on Finance stated that there was no serious credit problem in New England at present but emphasized the need for more intelligent financing in connection with cooperation.

The Committee on Cooperative Organization recommended the need of uniform state laws relating to cooperation throughout New England and the need for friendly and intelligent supervision through a federation of cooperative organizations.

The Commodity Committees, in most cases, gave first attention to the marketing problems confronting the New England farmers. It was quite evident from the reports that each committee saw the need of research studies in marketing.

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CONNECTICUT MARKET CONDITIONS FOR 1922 SUMMARIZED IN MARKET BULLETIN

A brief summary of the market conditions in Connecticut during 1922, is given in the January 15 issue of the Connecticut Market Bulletin, published by the State Board of Agriculture, Hartford, Conn. According to the bulletin, "higher prices were paid for home-grown poultry and veal than for shipped-in stock." Prices paid for Connecticut Newlaid Fancy eggs are shown to be higher than for the best grades of shipped-in fresh eggs.

SOUTH CAROLINA CLUB MARKETS ATTRACT ATTENTION IN MANY STATES

Letters of inquiry from 28 States have been received by the Home Demonstration Department of the South Carolina Extension Service, Rock Hill, S. C., regarding the 28 club markets which have been established in 24 counties of the State for the sale of home-canned products. Through the markets over 800 farm women of the State have marketed their surplus farm products, the sales from which are estimated at \$72,320 for the year just closed.

The South Carolina Home Producers' Association, composed of 211 members, organized under the direction of Mrs. Frances Y. Kline, Specialist in Marketing with the Extension Service, has also been the means of financially helping the farm women of the State. During the past year contracts were signed for 200,000 containers of products, valued at \$43,935, of which \$22,000 worth have already been sold. This is a large increase over 1921 when 19 members sold 5,000 containers. The canned products put out by this association under attractive labels are placed on the shelves of many grocery stores throughout the State. So extensive has this phase of the home demonstration work grown during the past year that an assistant was appointed to aid Mrs. Kline in her marketing work among the farm women.

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SETS OF GOVERNMENT GRAIN STANDARDS OFTEN SENT TO FOREIGN COUNTRIES

Requests have been received from time to time by the Grain Division of the Federal Bureau of Agricultural Economics from foreign grain associations for types of grain which would illustrate the grain standards of the United States for corn, wheat and oats. In acknowledging a set recently sent to the Liverpool Corn Trade Association, England, the secretary of the association wrote:

"These trays were before the Board of Directors yesterday, and they ask me to say that they appreciate your Department's kindness in forwarding them. They are very useful and informing, and particularly well set up. We have seen nothing of the sort so well done before. I shall be much obliged if you will keep this association in mind when you are making up any similar additions to these trays."

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ORGANIZATION OF STATE MARKETING AGENCIES SET FORTH IN GRAPHIC FORM

In graphic form the different lines of marketing work carried on by the State bureaus or divisions of markets in 32 States are clearly shown by the series of charts recently prepared by J. C. Gilbert, Specialist in Market Extension, Federal Bureau of Agricultural Economics, and compiled in a mimeographed pamphlet. Copies of the pamphlet have been sent to all of the State marketing agencies. A limited supply is available for distribution among other persons interested in the organization of the State bureaus of markets.

PENNSYLVANIA FARM-PRODUCTS SHOW BEING HELD THIS WEEK

A number of the State agricultural organizations are holding their annual meetings in connection with the State Farm Products Show, Harrisburg, Pa., January 23-27, which is given under the auspices of the State Department of Agriculture and the Pennsylvania State College. At the marketing conference on the afternoon of January 23, Lloyd S. Tenny, Assistant Chief, Federal Bureau of Agricultural Economics, spoke on the subject, "Essentials of Successful Marketing," and A. V. Swarthout, In charge, Cost of Marketing Division, Federal Bureau, on the subject, "Costs of Marketing Farm Products." John D. Miller of the Dairymen's League Cooperative Association, explained the legal side of cooperation.

At the marketing session of the State Horticultural Association of Pennsylvania, Porter R. Taylor, Acting Director, State Bureau of Markets, talked about the progress of the central packing-house movement in the East. Among the other subjects considered, the following are mentioned: "Are the Middlemen Getting Too Large a Share of the Fruit Grower's Dollar?" "Developing a Local Market," "Value of Fruit Crop Estimates and Reports," "What is the Best Package for Apples and Peaches for a Local Market?" "Experience with Roadside Markets," "Results of Preliminary Trials of Pennsylvania Apple Grades," "A Commission Man's View of Present Grading Practices," "How Far Will it Pay to Haul Apples to the Packing House," "Packing Apples in Boxes," and "Grading Fruit for a Local Market."

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SEMINAR IN MARKETING OFFERED AT UNIVERSITY OF WISCONSIN

A seminar in dairy marketing will be given during the coming spring and summer sessions at the University of Wisconsin, Madison, Wis., according to Dr. Theodore Macklin, Professor of Agricultural Economics at the University, who is directing the fellowship dairy-marketing investigational work of the Research Department of the American Farm Bureau Federation. In this course, open to graduate students in marketing, will be discussed and analyzed the available facts on dairy marketing obtained by the research group. The actual practices of cooperative companies in various parts of the United States and Canada will be used as the basis for learning where and how best results for farmers are obtained.

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HANDBOOK PUBLISHED FOR INSPECTION OF WHOLE-MILK AMERICAN CHEESE

A handbook for use in the inspection of whole-milk American cheese under the food-products inspection law has just been issued by the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics, as Office of the Secretary Circular, No. 157. The handbook contains a brief summary of the rules and regulations promulgated by the Secretary of Agriculture under the food-products inspection law which are applicable to the inspection of cheese.

HOW TO TAKE AN INVENTORY OF THE GOOD WILL OF A CREAMERY

"Good Will of a Creamery" is the subject of the leading article in the January number of the Vermont Creamery and Market News Letter, published by the State Department of Agriculture, Montpelier, Vt. The following is quoted from the article:

"Loyalty of the patrons of a cooperative association, which is so essential for success, is the result of building up good will created primarily through confidence in the management. If the creamery does not have the good will of every patron at all times the business will not expand and there will result a shifting of patrons to other markets. Confidence in the management, then, is the first essential before there will be loyalty of the patrons to their creamery and without good will toward the business loyalty can not be expected.

"The manager of a creamery is held responsible to the directors for the faithful performance of his duties and in turn the directors are held responsible to the stockholders for the successful operation of this business. It is well for the directors and manager of a creamery in comparing the business done in 1922 with the past and previous years to take inventory of the good will account."

Twelve suggestions are offered for consideration in taking an inventory of the good will of a creamery.

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BROADCASTING SCHEDULE OF MARKET REPORTS ISSUED BY FEDERAL BUREAU

A mimeographed circular has just been issued by the Radio News Service of the Federal Bureau of Agricultural Economics giving the broadcasting schedule of market reports sent out by Federal, State and privately owned radio broadcasting stations of the country. The name and call letters of each station, the nature and source of the reports and time and type of transmission are given in tabulated form. It is realized that the schedule is not complete, however, it is the most accurate that could be prepared from the information available. It is proposed to revise the schedule as data are received.

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LOUISIANA FARMERS ATTEND COTTON-GRADING CLASS DURING FARMERS' WEEK

A large number of farmers from all over the State attended the class in cotton grading and classing featured at Farmers' Week, Louisiana State University, Baton Rouge, La., January 8-13. George Butterworth, Specialist in Cotton Classing, Federal Bureau of Agricultural Economics, conducted the course and emphasized particularly the importance of maintaining cotton standards. Practical demonstrations were held of the method of procedure in determining the qualities of several sample assortments of cotton with reference to the staple and grade.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

H. R. 13771 by Mr. Knutson of Minnesota, to regulate commerce in certain agricultural products and for other purposes. Referred to the Committee on Agriculture.

H. R. 13806 by Mr. Towner of Iowa, to provide credit facilities for agricultural and live-stock industries of the United States; to amend the Federal Farm Loan Act; to amend the Federal Reserve Act, and for other purposes. Referred to the Committee on Banking and Currency.

H. J. Res. 420 by Mr. Stevenson of South Carolina, to stimulate crop production in the United States. Referred to the Committee on Agriculture.

Bills and resolutions upon which action was taken:

S. 4280, known as the Capper bill, and which provides for increase of rediscount facilities at Federal reserve banks and for the formation of rural credit corporations, passed the Senate. The amendment proposed by Senator Dial to this bill failed. Senator Dial's amendment aimed to amend the U. S. Cotton Futures Act.

S. 4287, providing credit facilities for agricultural and live-stock industries. Senator Norbeck submitted a minority report which was ordered to be printed as part 3 of report 1003.

S. 4324, to amend "An Act to authorize Association of Producers of Agricultural Products," was reported out of the Committee without amendment and report 1025 was submitted thereon.

S. J. Res. 265, to appropriate \$10,000,000 to be used as directed by the President for the procuring and disposing of nitrate of soda for the purpose of increasing agricultural production during the calendar year 1923, was passed by the Senate. It has been referred to the Committee on Agriculture in the House.

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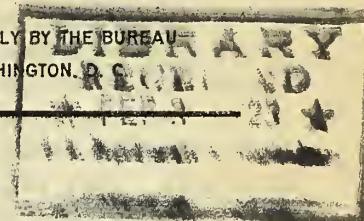
WISCONSIN ACCREDITED HATCHERIES EXPLAINED IN RECENT BULLETIN

A bulletin on "Wisconsin Accredited Hatcheries" has been issued by the State Department of Markets, Madison, Wis., under date of February 1, which describes the day-old baby-chick industry which has developed in that State and is now supervised by the State Department of Markets. Realizing that more and better poultry is needed on Wisconsin farms and that hatcheries in the State which are trying to supply high-class chicks have been forced into competition with other hatcheries which sell very inferior stock, the State Department of Markets, in cooperation with the Poultry Division of the University of Wisconsin, worked out a plan of accrediting and giving State recognition to the hatcheries producing good stock. These hatcheries are known as Wisconsin Inspected and Accredited Hatcheries. The plan was in operation during the hatching season of 1922 and proved so successful that the work will be extended considerably for the 1923 season.

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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS. UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON.



January 31, 1923.

Vol. 3, No. 5.

GOVERNOR OF OREGON URGES ESTABLISHMENT OF A STATE MARKET AGENT

The establishment of a State market agent was urged by the Governor of Oregon in his recent message to the State Legislature. In recommending such an office, he said:

"I believe that this legislature should, by law, create a State market agent, and place the grain inspection department, now with the public service commission, under the State market agent, such agent to work directly under the control and guidance of the Governor.

"The law creating the State market agent should provide that every purchase of grain made by exporters should at the close of each day's business be reported to the State market agent. Failure to do so should be punished by fine. The State market agent could then publish, over his official signature, the exact price in Portland every day.

"The State market agent should have authority to inspect any or all books of any business house for the purpose of ascertaining the amount of grain purchased as well as the price thereof. The State market agent should be authorized to afford all possible assistance to cooperative marketing. He should have the right and authority to issue bulletins from time to time, ~~not~~ not only giving the actual price paid, but giving instruction to the producers as to how better to prepare their products for market, pointing out as far as possible where more satisfactory markets may be obtained. The fund derived from grain and hay inspection will be ample to maintain this department."

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APPLE-STANDARDIZATION CAMPAIGN PROPOSED IN WENATCHEE DISTRICT

As a result of the "Eat Wenatchee Apples" advertising campaign, it is proposed by growers and shippers in the Wenatchee district of Washington to adopt a uniform system of grading, packing and inspection. By this method it is hoped to eliminate the confusion caused by the widely varying standards now in use by shipping and marketing associations. Growers state that they can not be sure whether a pack that suits one firm will be accepted by another. The plan is to adopt Federal-State inspection exclusively, so that one standard may be maintained throughout the entire district.

COLORADO GOVERNOR RECOMMENDS LEGISLATION FOR FARMERS

In addressing the Colorado State Legislature, just assembled, Governor Sweet stressed the needs of the farmer, emphasizing particularly cooperation, marketing, farm credits and storage. He said in part:

"The National Government now has under consideration special legislation for the relief of the farmer. Our own State, which is so largely agricultural, must proceed immediately to pass such laws as will not only permit, but promote, cooperative marketing among farmers and stockgrowers. New and valuable information on this subject, based upon experience, is constantly available. The undoubted success of cooperative marketing warrants your earnest consideration. I am sure that a new cooperative marketing law based on present-day practices would result in great good to all the people of the State.

"A successful plan of cooperative marketing necessitates the establishment of a bureau of markets with a market director whose duty it shall be to give counsel and leadership in the organization of cooperative marketing associations as well as to assist in the orderly marketing of farm produce and live stock. This should be a distinct and separate bureau and any and all duties of a similar nature now being performed by other agencies in the State should be combined under this bureau.....

"Any successful cooperative marketing method must take into account credit and storage. If suitable storage is provided and a fair price can be secured for the farmers' produce, then credit will automatically be stabilized and improved.....

"I would remind you, however, that all marketing problems can not be solved by law or the extension of State credit. It remains for the farmers to cooperate. Legislation can only provide the method and point out the way, the farmer himself must act. I firmly believe that all of our people are anxious for the success of our farmers, but it remains for the farmer to avail himself of every means provided for his benefit."

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MARKETING SUGGESTIONS OFFERED TO NORTH DAKOTA POTATO GROWERS

The Department of Marketing and Rural Finance of the North Dakota Agricultural College, Agricultural College, N. D., has been giving considerable attention this season to the marketing problems of the potato growers. An investigator was sent to several of the Southern States to study the possibilities of further developing a market in the South for northern-grown seed potatoes. After a thorough investigation of the situation the following suggestions were offered to North Dakota growers who are looking to the South as an outlet for seed potatoes: Better seed certification, more rigid inspection to guarantee high quality, and warehouses on track to insure safe shipment of potatoes in cold weather. It was also recommended that a State potato-marketing organization be set up to advertise North Dakota seed potatoes, to raise the standard of the product, to establish a North Dakota brand, and assist the growers in determining the best methods of handling and shipping their produce.

ACTIVITIES OF FLORIDA MARKETING BUREAU LISTED

Some of the many duties of the Florida State Marketing Bureau, Jacksonville, Fla., are listed in the January 15 issue of the For Sale, Want and Exchange Bulletin, published by the State Bureau. The following extracts are quoted:

"This Office, a division of the State Department of Agriculture and operated under the auspices of the State, is performing its sixth year of service. The Marketing Bureau compiles reports as to fruits, vegetables, crops and live stock grown in the State and shipped out of the State, promotes cooperation among farmers and assists to the fullest extent possible a marketing service for the producer. It serves Florida farmers and growers by giving accurate information relative to suitable containers, loading methods, prevailing quotations and market conditions in leading centers; by giving promptly the reliability and commercial standing of dealers throughout the United States; by securing lowest prices on fertilizers, seeds and other farm necessities for farmers; by protecting shippers against irresponsible commission houses, brokers, receivers and contractors; by collecting accounts and handling claims for shippers who are unsuccessful in making collections and unfamiliar with entering and handling claims against carriers and transportation companies; by giving daily market quotations to the press on all products in season; by arranging honest and reputable connections in all principal markets for shippers and handling carlots direct when required Publishing the For Sale, Want and Exchange Bulletin is only one feature of the Bureau. Its purpose is to serve as a reliable medium of sale or exchange for certain articles for which there is usually no immediate sale through regular commercial outlets."

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COOPERATION, THEME OF GOVERNOR'S MESSAGE TO MINNESOTA LEGISLATURE

Cooperation was the keynote of the recent message of Governor Preus of Minnesota to the State Legislature. A brief sketch was given of the cooperative sales agencies for agricultural products which have been established in Minnesota under the State cooperative law of 1919, including the Minnesota Potato Exchange, the Minnesota Cooperative Creameries Association, Inc., the Central Cooperative Commission Association, the United States Grain Growers' Sales Agency, and the Minnesota Wool Growers' Association. He pointed out that these five organizations represent the five large divisions or groups of Minnesota farm products, namely, fruits and vegetables; dairy and poultry products; live stock; grain; and wool.

Governor Preus said in respect to the cooperative marketing movement as developed in the State: "Because of the beneficial results which have been returned to the agricultural producers of this State through their own cooperative marketing agencies, it seems desirable to amend still further the cooperative law so as to enable consumers' organizations to organize cooperatively under its provisions and thereby to meet the producer element of the State in the effort to diminish the spread between the prices which are realized by the producer for his products and the prices which are required to be paid for such products by the consumer."

ACTIVITIES OF FEDERAL-STATE MARKET REPORTING OFFICE, ST. JOSEPH, MO.

The live-stock market reports issued by the Federal-State Market Reporting Office at St. Joseph, Mo., are being used extensively by farmers, commission men, traders, packers, stock-yard companies, and live-stock papers, according to a recent statement regarding the work of that office. This service was started cooperatively, May 15, 1922, by the Federal Bureau of Agricultural Economics and the Missouri State Marketing Bureau.

Commencing at 6:00 a.m. and from then on throughout the day, reports obtained over the leased wires are posted in the lobby of the Live-Stock Exchange where they are eagerly read or copied by all interests. The reports include estimated receipts of cattle, calves, hogs and sheep for the current day and the actual receipts and hog holdovers for the previous day at St. Joseph, Chicago, Kansas City, St. Louis and Omaha; the opening and early trend of the hog, cattle and sheep markets at the above named cities; and a full review of the hog, cattle and sheep markets up to 10:30 a.m. at each of the outside points above named, together with detailed quotations by grades and classes. Copies of all the out-going telegraphic reports from the St. Joseph office are posted beside the incoming reports.

Individual service is rendered to a number of concerns which phone in for special reports. A butter company in St. Joseph receives the Chicago flash about ten o'clock each morning. The St. Joseph News Press phones the State-Federal office daily at 11:45 a.m. for the Omaha sheep market as received by leased wire, which they publish in preference to the telegraphic "special" they receive direct from Omaha. The Associated Press is also given the daily market reports.

Dissemination of reports by mail began June 1, 1922. This report is a two-page sheet. The front page carries the estimated receipts for the current day at St. Joseph, Chicago, Kansas City, St. Louis and Omaha, together with the previous day's actual receipts, shipments and packer purchases, and a comparison of past transactions. Then follows a brief report of the St. Joseph market. The second page carries the telegraphic summary from Chicago, Kansas City, St. Louis and Omaha, followed by detailed quotations by grades and classes for the markets for the current day at St. Joseph, Chicago, Kansas City and Omaha. Copies of the first issue were sent to approximately 1100 names, most of which were shipping associations, banks and big live-stock producers. The mailing list now consists of over 2,000 names.

In addition to the daily mail report a weekly review is sent every Tuesday to 14 rural papers, each of which has a wide country circulation.

Such statistical tables as are deemed indispensable are being maintained by the Federal-State Market Reporting Office. Among these may be mentioned the following: (a) A current record of receipts by species at the five markets, St. Joseph, Chicago, Kansas City, St. Louis, and Omaha; (b) a current record of shipments and packers' purchases at St. Joseph, by days; (c) a weekly summary of the stocker and feeder movement out of St. Joseph by species, and (d) a table of average cost and weight of packers' and shippers' droves of hogs by days, weeks and months at St. Joseph.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 4399, by Senator McNary of Oregon, to fix standards for hampers, round stave baskets and splint baskets for fruits and vegetables and for other purposes. Referred to the Committee on Manufacturers.

S. 4424, by Senator Norbeck of South Dakota, to provide credits to secure the successful production and profitable and orderly marketing of agricultural products and live stock in the United States. Referred to the Committee on Banking and Currency.

H. R. 14017, by Mr. Strong of Kansas, to amend the Federal Farm Loan Act. Referred to the Committee on Banking and Currency.

Bills and resolutions upon which action was taken:

S. 4280, providing credit facilities for the agricultural and live-stock industries of the United States, was passed by the Senate.

S. 4287, also providing credit facilities for the agricultural and live-stock industries of the United States, was under discussion in the Senate.

S. Res. 415, extending until January 1, 1924, the time for making report on crop insurance required under Senate Res. 341, was agreed to.

S. Res. 417, providing that the Federal Trade Commission shall investigate alleged violations of the antitrust acts by manufacturers of, or dealers in calcium arsenate, was agreed to.

H. R. 15775, to amend an act to regulate radio communication approved August 13, 1912, and for other purposes, was under discussion in the House.

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SIR HORACE PLUNKETT ADDRESSES FEDERAL STAFF ON "COOPERATION"

The informal talk on "Cooperation" given by Sir Horace Plunkett during his recent visit to the Federal Bureau of Agricultural Economics, has been mimeographed for distribution. Sir Horace, a leader in agricultural affairs in Ireland, was sent by his Government to study the new agricultural developments in this country, particularly along the lines of cooperation. He spent ten days in the Bureau collecting data which he will use in making a report before Parliament. In his talk before members of the Bureau staff, he discussed the development of the agricultural cooperative movement in Ireland.

NEW BULLETIN EXPLAINS MARKETING METHODS USED BY CRANBERRY GROWERS

The results of the recent study made by the Federal Bureau of Agricultural Economics of the marketing methods used by the cranberry growers of the country, especially during the period of low prices for agricultural products in general, are summarized in Department Bulletin, No. 1109, "Sales Methods and Policies of a Growers' National Marketing Agency," just issued by the United States Department of Agriculture.

The bulletin traces the development of local and State cranberry organizations which began in 1895 in New Jersey and Massachusetts. It shows the difficulties under which these early organizations worked, and the causes which led, in 1911, to the federation of the State organizations in Wisconsin, Massachusetts and New Jersey into a national sales organization, known as the American Cranberry Exchange. The improvements in grading, packing and marketing practices brought about by cooperation are discussed in detail. The experiences of the exchange in advertising and its effect on demand and prices are also discussed and analyzed in the bulletin. It also describes the manner in which the Exchange solved the problem of establishing and maintaining uniform grades.

Copies of the bulletin may be obtained free upon request of the United States Department of Agriculture, Washington, D. C.

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NEW JERSEY GROWERS LIKE COOPERATIVE METHOD OF MARKETING PRODUCE

Fruit and vegetable growers of New Jersey are satisfied with the co-operative method used in disposing of their products last year, according to the State Bureau of Markets, Trenton, N. J. The New Jersey Cooperative Fruit Growers and the Garden State Cooperative Potato Association were organized from plans suggested by the State Bureau. The fruit growers, with local branches at six points, marketed approximately 250,000 bushels of peaches and apples at a selling cost of about 12 per cent. The fruit was distributed over a wide territory from Florida to New England, and as far west as Chicago. The organization has made plans for a still more efficient selling system for the coming year and the growers say that they will profit by the good will established by graded and guaranteed products last summer.

The potato association, a smaller organization, sold more than 300 carloads of potatoes at a total selling cost of 7 per cent. All potatoes were graded with a result that better prices were obtained. These growers also are planning a more intensive marketing program for the coming year.

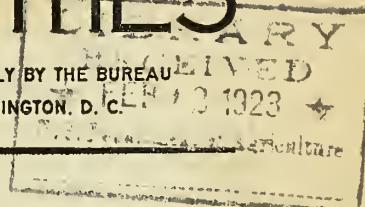
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BULLETIN GIVES DIRECTIONS FOR PREPARING FRESH TOMATOES FOR MARKET

Detailed and illustrated directions for improved methods of preparing fresh tomatoes for market are given in Farmers' Bulletin No. 1291, entitled "Preparation of Fresh Tomatoes for Market" just issued by the United States Department of Agriculture.

STATE AND FEDERAL
MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



February 7, 1923.

Vol. 3, No. 6.

PLANS MADE FOR STANDARDIZATION AND INSPECTION WORK IN VIRGINIA

Several specific lines of standardization work are being planned by the Virginia Division of Markets, Richmond, Va., during the present year. In perfecting fruit and vegetable standardization it is proposed to revise slightly the present recommended State grades for apples. These will be re-written on the basis of this season's observations and several varieties will be added to the color list. Apple-grading demonstrations will be held at certain producing sections and at particular loading points. Growers and shippers will be encouraged to use the grades for peaches and potatoes recommended by the United States Department of Agriculture. Spinach and tomatoes will also be given consideration in the standardization work.

Effort will be made to form orchard-inspection rings among growers in apple sections where there is sufficient interest to maintain the expense of an inspector. It is also planned to arrange for shipping-point inspection for peaches, potatoes and cabbage. Assistance will be given the fruit and vegetable growers in forming cooperative marketing organizations whenever feasible.

F. Earl Parsons is in charge of the fruit and vegetable standardization and inspection work for the State Division of Markets.

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RULING MADE IN REGARD TO THE SHIPPING OF APPLES INTO CALIFORNIA

At the request of L. J. Weishaar, supervising inspector of fruits and vegetables, California State Department of Agriculture, Sacramento, Calif., the Attorney General of the State issued the following opinion in respect to the shipping into California of apples which are inferior to the minimum requirements of the State standardization act:

"Apples coming into California markets from other States must have grade markings on containers showing grades under which they were packed in their respective States.

"If shipped into California without any grade marking whatever, the receiver may be permitted to mark such containers with the proper grade used in the State from which shipped or to mark such containers in conformity with the California Standard Apple Act. No apples showing worms or worm holes may be offered for sale, nor any apples which do not conform to the minimum requirements of the State from which shipped."

NEW YORK FARMERS TO HEAR A NUMBER OF MARKETING TALKS

An interesting program, which includes a number of marketing subjects, has been arranged for Farmers' Week at the New York State College of Agriculture, Ithaca, N. Y., February 12-17. G. F. Warren, Head of the Department of Agricultural Economics and Farm Management, will deliver a series of lectures on prices which include discussions of financial inflation and deflation and some of its results, relation of industrial conditions to agricultural conditions, and prices of farm products and probable future prices. "Collective Bargaining," and "Hay Marketing" are the subjects of two addresses by J. E. Boyle, Professor of Rural Economics. L. J. Norton, Instructor in Farm Management, will discuss, "How to Use Crop and Market Reports," and "Milk Marketing in New York."

The State Department of Farms and Markets, Albany, N. Y., will be represented at Farmers' Week by three speakers. Berne A. Pyrke, Commissioner of the Department, will speak on "The Economic and Political Consequences of the Agricultural Depression;" G. E. Hogue, Assistant Commissioner, on "The Future of Dairying in New York State;" and H. D. Phillips, Chief of the Bureau of Markets and Storage, on "Marketing New York State Products."

H. W. Samson, Specialist in Standardization, Federal Bureau of Agricultural Economics, has been assigned the subject, "Does it Pay to Grade Potatoes and Other Vegetables?"

Transportation, cooperative merchandising, and apple storage are some of the other marketing topics which will be given consideration.

There will be practical demonstrations in handling, grading and packing eggs for market, also in preparing poultry for market. Among the many exhibits will be one which shows, by means of charts and lantern slides, market prices and methods of transporting and marketing poultry. A potato-grading demonstration will also be given. A potato-grader will be on display, also samples illustrating each of the United States standard grades for potatoes.

The vegetable-package exhibit will include a collection of packages used in many sections of the State to pack various vegetables and cash crops, and packages which conform to those recommended by the Federal Bureau of Agricultural Economics.

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PROPOSED RESEARCH STUDIES IN NEW ENGLAND

At the meeting of the New England Research Council on Marketing and Food Supply, held in Boston, Mass., last week, the Extension Service of the Connecticut Agricultural College, Storrs, Conn., expressed a desire of co-operating with the Council in making a study of the costs of handling hay, feeds and fertilizers in Connecticut.

The Agricultural Experiment Station of the Rhode Island State College, Kingston, R. I., under the direction of Doctor Hall, is willing to co-operate with the Research Council in studying the influence of publicity on the consumption of milk in Providence, R. I. This study will be used as a basis for formulating an advertising campaign for a group of milk producers in that area who are producing an extra high grade of milk.

WISCONSIN'S CHEESE-STANDARDIZATION WORK EXPLAINED BY SPECIALIST

A review of the Wisconsin cheese-grading program was given by Math Michels, in charge of dairy marketing, Wisconsin Department of Markets, Madison, Wis., at the annual meeting of the Wisconsin Cheesemakers' Association held last month in Milwaukee. Mr. Michels explained the needs which led to the establishment of State grades for cheese. He said in part:

"The grading of American cheese was made effective last February and the results to date have been very gratifying. The improvement in the quality of our cheese, which is the real aim of standardization, has been greater than we had any right to expect. Some who are antagonistic to the work have tried to credit the improvement to the weather, to the feed, to the stars and what not, but the very fact that they acknowledge that the improvement has been accomplished should satisfy any fair-minded person as to the real cause.....

"The Wisconsin Department of Markets in its preliminary survey of Wisconsin's cheese industry found at least three bad practices which had existed for many years, all of which were detrimental to both producer and consumer. I refer first to the practice of short weights which was corrected by the fractional weight order by our department. Second, is the shipment of cheese from the factory too green to be paraffined successfully. Heavy losses were being sustained on such cheese by the development of rind rot and the loosening of paraffine while being cured in cold storage. These have been practically overcome by our three-day holding order. Third, the common practice of paying for cheese on a more or less flat basis regardless of quality, which will be remedied only by a uniform cheese-grading system, and by buyers recognizing the fact that cheese should be bought on a quality basis.....

"The low consumption of cheese in the United States is due mostly to a distrust of the product by the consumer. The common practice of getting away with low-quality cheese to the trade at nearly full good-cheese prices should and must be prevented.....It is only by a rigid enforcement of grading such as we now have in Wisconsin that we have any right to expect any improvement in the quality of Wisconsin cheese or any appreciable increase in the American consumption of same."

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MARKETING COURSES OFFERED BY OKLAHOMA AGRICULTURAL COLLEGE

The School of Commerce and Marketing, Oklahoma Agricultural and Mechanical College, Stillwater, Okla., this year is offering courses in Principles of Marketing, Advertising and Salesmanship, and Foreign Trade. Next year (1923-24) a course in Merchandising will be introduced. All of these courses are required of candidates for the degree of Bachelor of Science in Commerce. The Department of Rural Economics in the School of Agriculture is offering courses in the Marketing of Farm Products, and Efficient Marketing in Agriculture. The latter, which is an advanced course in Marketing, is required of students in the School of Commerce and Marketing.

EXAMINATION ANNOUNCED FOR JUNIOR MARKETING SPECIALIST

An examination for Junior Marketing Specialist has been announced by the United States Civil Service Commission for April 4 and 5, from which vacancies in the Federal Bureau of Agricultural Economics will be filled at entrance salaries ranging from \$1,320 to \$1,620 a year. Examination will be given in the following nine optional subjects: (1) Marketing grain and hay, (2) Marketing fruits, vegetables and miscellaneous products, (3) Marketing live stock and animal products, (4) Marketing dairy products, (5) Marketing poultry and eggs, (6) Marketing cotton, (7) Warehouse investigations, (8) Market business practice, and (9) The economics of marketing. Applicants may be examined in more than one subject.

Ratings will be made on questions in geography, both political and commercial; on practical questions on each optional subject chosen; on a thesis; and on education, training and experience.

Applicants must have had a high-school education or have completed at least 14 units of high-school work; and, in addition, must have graduated from a college or university of recognized standing, or must be senior students in such an institution and furnish proof of graduation within six months from the date of this examination. For each year lacking of the college degree, applicants may substitute a year of experience in a position or positions clearly tending to qualify them for work under the optional or optionals in which they desire to be examined.

Further information may be obtained from the United States Civil Service Commission, Washington, D. C.

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GRADES FOR HONEY TO BE DISCUSSED AT MEETING OF PRODUCERS

At a meeting of the American Honey Producers' League, being held in St. Louis, Mo., this week, H. W. Samson, Specialist in Standardization, Federal Bureau of Agricultural Economics, will discuss grades for honey and attempt to secure from the trade a definite expression as to where the line should be drawn between various grades, and how many grades are needed.

Mr. Samson and Dr. E. F. Phillips, Apiculturist of the United States Department of Agriculture, will exhibit to the League the largest and finest collection of honey samples ever collected. The three hundred samples vary in color from very dark to an almost colorless liquid.

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NORTH CAROLINE LIVE-STOCK MARKETING SPECIALIST RESIGNS

V. W. Lewis, in charge of live-stock marketing for the North Carolina Division of Markets, Raleigh, N. C., has resigned to take active charge of his farm and to enter mercantile business at Somerset, Ky. Mr. Lewis has been with the State Division of Markets since 1921, during which time he did much to establish better live-stock marketing practices in North Carolina. A successor to Mr. Lewis has not yet been appointed.

MATTERS IN CONGRESS OF INTEPEST TO MARKETING MEN

Bills and resolutions introduced during the past week:

S. 4453, by Senator Norbeck of South Dakota, to amend the Farm Loan Act.

S. Con. Res. 33, by Senator McLean of Connecticut, providing for investigation of reason why eligible State banks do not join Federal reserve system.

H. R. 13878, by Mr. McFadden of Pennsylvania, to amend last paragraph of Section 10 of the Federal Reserve Act.

H. R. 14110, by Mr. Almon of Alabama, to amend the Tariff Act of 1922.

H. R. 14112, by Mr. McLaughlin of Nebraska, to repeal the Transportation Act of 1920.

H. R. 14167, by Mr. Sinclair of North Dakota, to promote and encourage agriculture by divesting grains of their interstate character in certain cases.

H. R. 14169, by Mr. Sinclair of North Dakota, to secure to the United States a monopoly of electrical means for the transmission of intelligence, etc.....

H. J. Res. 432, by Mr. Hudspeth of Texas, to provide for cooperative agricultural extension work between agricultural colleges and the United States Department of Agriculture.

Bills and resolutions upon which action was taken:

S. 4287, (Lenroot-Anderson bill) to provide credit facilities for agricultural and live-stock industries passed the Senate.

S. 4399, to fix standards for hampers, round stave baskets, etc., was reported to the Senate from the Committee on Manufactures without amendment.

S. 3858, providing standards for butter was under consideration but no action taken.

S. Res. 429, directing the Federal Trade Commission to investigate alleged violation of the anti-trust laws with respect to operation in cotton, etc., was adopted by the Senate.

H. R. 13773, to amend an act to regulate radio communication passed the House.

SHORT COURSE IN MARKETING TO BE GIVEN AT NEW JERSEY AGRICULTURAL COLLEGE

A course in marketing will be given at the New Jersey College of Agriculture, New Brunswick, N. J., from February 26 to March 3. A. L. Clark, Chief of the State Bureau of Markets, Trenton, N. J., and Professor Henry Keller, Jr., of the Economics Department of the State College, will be the principal instructors. The morning sessions will be devoted to a study of the fundamental principles of marketing organizations, and the afternoon sessions to a study of the actual work being done by cooperative associations.

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STUDIES BEING MADE OF EFFECT OF ADVERTISING ON CERTAIN FOOD PRODUCTS

A study of the effect of advertising and consumer news on the consumption of cranberries, raisins and citrus fruits is being made by the Federal Bureau of Agricultural Economics in cooperation with the New England Research Council on Marketing and Food Supply, and Doctor Starch of the Harvard Graduate School of Business Administration. W. A. Munson, Chief of the Massachusetts Division of Markets, Boston, Mass., will cooperate in the cranberry study.

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MONTHLY REPORT OF HAY-MARKET SITUATION STARTED BY FEDERAL BUREAU

On February 1, the Hay, Feed and Seed Division of the Federal Bureau of Agricultural Economics issued the first of its regular monthly reviews of the hay market situation. Several trade associations have requested this service and have agreed to give the reports wide distribution through their market bulletins. These mimeographed reports will also be sent to a selected list of farm papers.

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NEW SUPERVISOR OF MARKETING IN ALABAMA

With the advent of the new administration in Alabama, January 16, the personnel of the State Department of Agriculture and Industries, Montgomery, Ala., was changed. J. M. Moore is now serving as Commissioner, superseding M. C. Allgood, and R. E. Pettis is Supervisor of the Division of Markets, superseding F. O. Hooton.

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COSTS OF MARKETING MARYLAND PRODUCE BEING STUDIED

The Extension Service of the University of Maryland, College Park, Md., is making a study of the methods and costs of retailing Maryland fruits and vegetables on the Baltimore market.

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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 14, 1923.

Vol. 3, No. 7.

MARKET NEWS TO BE BROADCAST FROM ARLINGTON RADIO-TELEPHONE STATION

Beginning February 15, agricultural market reports will be broadcast daily from the new Arlington radiophone broadcasting station, NAA, located just outside of Washington, D. C. The reports will be sent out hourly on a wave length of 710 meters and will cover the markets for live stock, fruits, vegetables, hay, feeds and dairy products.

The assured range of the Arlington station is approximately 300 miles in all directions from Washington, including within this area Massachusetts, Southern New York, Rhode Island, Connecticut, Pennsylvania, New Jersey, Delaware, Maryland, most of Ohio, West Virginia, Virginia, North Carolina and South Carolina. Under favorable conditions the station may be heard at greater distances.

The reports, prepared by the Federal Bureau of Agricultural Economics, will be designed to meet the particular market-news needs of the agricultural communities to be served. Broadcasting will be done directly from the Federal Bureau, by what is known as "remote control," through the Arlington broadcasting station.

The new arrangement supersedes the broadcasting of market news by the Post Office Department Air Mail Station at Washington, D. C. All government broadcasting of market news is to be handled hereafter by the Arlington station. Outside of Washington, the high-powered radio telegraphic service for Government broadcasting is to be handled by Navy stations, and therefore market broadcasting programs of Post Office Department stations at Omaha and North Platte, Nebr., Rock Springs, Wyo., and Elko and Reno, Nev., will be discontinued on March 1.

The schedule of the Arlington broadcasts of market reports will be as follows:

| | |
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| 9:45 A.M. | Live-stock reports; Receipts of markets; Tone of opening |
| 10:05 A.M. | Weather Bureau report |
| 10:25 A.M. | Fruit and vegetable shipping report |
| 12:25 P.M. | Live-stock market reports |
| 1:45 P.M. | Reports from fruit and vegetable markets |
| 3:25 P.M. | Complete live-stock market comment |
| 3:45 P.M. | Weather report |
| 4:05 P.M. | Daily, except Saturday) Crop report, hay and feed |
| 4:25 P.M. | Saturday) reports and special items |
| 5:05 P.M. | Dairy market report |
| 10:05 P.M. | Weather report |

CITY MARKET DIRECTORS URGED BY NEW JERSEY BUREAU OF MARKETS

In an effort to solve some of the problems of the modern food-distributing practices, the New Jersey State Bureau of Markets, Trenton, N. J., after careful investigation, has recommended to New Jersey cities that city marketing directors should be employed to look after the interests of consumer and producer alike. In explaining such an office, A. L. Clark, Chief of the State Bureau says:

"The city marketing director should be trained in scientific agriculture and approved by the State Bureau. The State Bureau would then appoint the city director as its representative in that city and would supply him with all market and crop information coming to the Trenton office each day over its leased wire from all sections of the country. The State Bureau bears somewhat the same relationship to the Federal Bureau of Agricultural Economics and so is enabled to get market and crop statistics from every State and nation. The city marketing director would be a part of a nationwide marketing system. He would furthermore be introduced and aided in making close contact with the nearby producers and thus be in a position to advise intelligently with both producers and consumers regarding supplies, demand, varieties, etc. The experimental work in farmers' public markets, cooperative buying by women's clubs, cooperation of retailers, as in the Trenton Peach Week campaign and municipal buying as practiced last September with carloads of potatoes for home storing, prove the need for capable, responsible direction in marketing at the city end as well as at the country end. The slander and unfounded criticism aimed at dealers has without doubt increased marketing costs because of its adding suspicion and distrust to the already confused situation. The Bureau would suggest that in the selection of a city marketing director a person be chosen from the outside who could look into the more or less complex situation with a vision undimmed by personal relations and with an opportunity to work unhampered in a clear-cut way with the sole purpose of devising more efficient food marketing methods."

Some of the causes which are recognized as being responsible for the tremendous differences so frequently found between the prices farmers receive and those which city consumers pay are summarized by Mr. Clark as follows: (1) Ignorance of producers of consumers' demands and needs; (2) Unreliable grading; (3) Non-uniform packages and quantities; (4) Lack of sufficiently direct distributive machinery; (5) Unnecessary distributing agencies; (6) Lack of understanding and cooperation between producers and dealers, and between dealers and consumers; (7) Ignorance of dealers as to actual qualifications of kinds and varieties; (8) Thoughtless demands by consumers for retail services; (9) Imperfect knowledge among consumers as to reasonable products and kinds available; and (10) High wage and rental costs effecting wholesale and retail costs.

It was with the idea of establishing more efficient distributing methods by reducing some of the present costs of retailing, or eliminating unnecessary costs that the State Bureau of Markets has recommended the employment of city marketing directors.

FEDERAL FOOD-PRODUCTS INSPECTION SERVICE ENDORSED

The Committee on Standardization on Grades and Inspection, at the annual business meeting of the American Fruit and Vegetable Shippers' Association, held in Chicago recently, included in its report the following statement:

"It is your Committee's belief that the present scope of Government inspection has been of great benefit to the industry and we earnestly recommend that members take advantage of the U. S. Government inspection service wherever possible; further in every case where questions arise between seller and buyer indicating a difference of opinion as to quality, grade or condition, that immediate steps be taken to secure Government inspections, as the certificates of such inspections are accepted in court as sufficient evidence of condition.

"We further recommend that the inspection service of the Government be enlarged and extended as rapidly as possible to cover adequately all points where there is a substantial need or desire for it because of its protective means in providing a better record of conditions at shipping point and destination."

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NEW YORK COLLEGE WILL ASSIST IN ESTABLISHING FEDERAL HAY GRADES

The United States grades for hay were adopted by the New York Hay and Grain Dealers' Association at their annual meeting in January, to become effective February 1, 1923. Arrangements were made whereby Federal hay inspectors employed cooperatively by the association and the United States Department of Agriculture will be available at the principal hay-shipping points of the State this year. Professor M. C. Burritt, Vice-Director of Extension of the State College of Agriculture, Ithaca, N. Y., was present at the meeting and offered every assistance in carrying the grades to the farmers through the Extension Service. With Federal hay inspection at Boston, New York and Philadelphia, the principal markets for New York hay, and this concerted drive for use of Federal grades in the State by the college, hay dealers, and the United States Department of Agriculture, hay marketing conditions in New York should be materially improved.

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NORTH DAKOTA POTATO GROWERS TO FORM LOCAL MARKETING ASSOCIATIONS

At the suggestion of the Department of Marketing and Rural Finance of the North Dakota Agricultural College, Agricultural College, N. D., the potato growers of the State decided, at a meeting held recently, to organize local potato marketing associations which are to affiliate with the North Dakota Potato Growers' Exchange. A plea for cooperation between the seven North Central States - Minnesota, North Dakota, South Dakota, Montana, Wisconsin, Michigan and Nebraska - was made by the manager of the Minnesota Potato Growers' Exchange.

FLORIDA MARKETING COMMISSIONER EXPLAINS MARKETING SERVICES

In an article entitled, "What Cooperative Marketing and State Marketing Bureaus are Doing for Agriculture and Horticulture," appearing in the February 3 issue of the Florida Grower, L. M. Rhodes, Commissioner of the State Bureau of Markets, Jacksonville, Fla., says in part:

"Two of the most important factors in the agricultural and horticultural life of America today, are cooperative marketing organizations or associations, and State marketing bureaus. These two agencies are working together to help the farmer and thereby help every other industry.....Cooperative marketing is not a panacea for all the agrarian ills, and will not solve all the economic problems and will never give the producer all the price the consumer pays. But it should give the producer the greatest possible proportion of the price fixed by conditions and paid by the ultimate consumer.....

"The State market bureaus are helping to solve agricultural and horticultural problems and are assisting farmers by sending out market news, marketing bulletins, exchange lists, by helping in cooperative organization work, standardization, grades for commodities, by securing better containers, making collections, giving out information as to reliability of dealers, making inspections, and finding buyers.

"Marketing is the last and perhaps the most important half of agricultural operation; cooperative marketing associations and State marketing bureaus are helping to revolutionize this phase of farm life."

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UNANIMOUS APPROVAL OF FEDERAL WOOL GRADES GIVEN AT FINAL HEARING

Unanimous approval of the United States tentative wool grades was given at the final hearing on the grades, held in Washington, D. C., February 6. The date of promulgation of the tentative grades as the United States Standard Wool Grades will be determined in the near future by the Federal Bureau of Agricultural Economics. Among those attending the hearing were the president and secretary of the National Association of Wool Manufacturers, representatives of several trade papers, and State and Federal marketing officials.

In connection with the wool standardization work, the Federal Bureau is planning to make a careful study of the English count system.

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PUBLIC HEARINGS TO BE HELD ON PROPOSED GRADES FOR RYE

Plans are being made by the Federal Bureau of Agricultural Economics to promulgate grades for rye under the United States Grain Standards Act, effective on this year's crop. Public hearings on the grades prepared by the Federal Bureau, and issued as Department Circular No. 246, will be held at New Orleans, La., February 26; Chicago, Ill., February 28; Minneapolis, Minn., March 1; and New York, N. Y., March 7.

REPORT OF THE MISSOURI EXTENSION COMMITTEE ON ORGANIZATION

The report which the Committee on Organization submitted to the Conference of Extension Workers, held recently at the University of Missouri Columbia, Mo., is given in full in the January number of the Monthly Extension Letter, issued by the Missouri Extension Service. In discussing co-operative marketing, the committee said:

"The first step in cooperative marketing is a good product carefully graded. One of the outstanding features in the development of the South-eastern Missouri Melon Growers' Association is the attention which growers are now paying to grading, whereas prior to the organization of the association, little or no attention was paid to this step towards proper marketing. The county agents are advised that "When the farmer comes to market with his products and finds a premium offered for his better grades and is docked for the poorer grades, particularly when his own cooperative marketing association is handling his product, he is openminded and receptive to suggestions from those who are in position to assist him to produce more and better products."

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VIRGINIA 1923 YEAR BOOK DISCUSSES MARKETING SUBJECTS

Several articles relating to marketing subjects are found in the 1923 Year Book just published by the Virginia Department of Agriculture and Immigration, Richmond, Va. Among these may be mentioned the following: "The Peanut Growers' Association is Making Good Progress," "Selling Our Fruit," "A Test of a Cooperative Marketing Organization," "Marketing Outlook for Virginia Products." Grades for Virginia apples, and a list of officers and directors of the cooperative live-stock marketing associations in Virginia are given. The tentative programs for the fruit and vegetable and the live stock and wool marketing activities during 1923 are included in the publication. The work of the Division of Agricultural Statistics which was established cooperatively with the United States Department of Agriculture, in May, 1922, is briefly described. Statistics are given for the principal crops of Virginia.

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BULLETIN DESCRIBES ACCOUNTING RECORDS FOR SHIPPING ASSOCIATIONS

"Accounting Records for Live-Stock Shipping Associations" is the subject of Bulletin No. 209 recently issued by the Agricultural Experiment Station of the Iowa State College of Agriculture, Ames, Iowa. In this bulletin, the author, Frank Robotka, Assistant in Farm Management, explains what forms to use in setting up an adequate accounting system for live-stock shipping associations, discusses at some length the cash record book, and sets forth the need of permanent records. Some of the marketing methods used in handling live stock are described and analyzed.

EXAMINATION ANNOUNCED FOR SPECIALISTS IN TOBACCO MARKETING

An unassisted examination for Associate Marketing Specialist and Assistant Marketing Specialist (Tobacco Standardization and Warehousing) has been announced by the United States Civil Service Commission. Vacancies in the Federal Bureau of Agricultural Economics for the position of Associate Marketing Specialist at salaries ranging from \$3,000 to \$4,000 a year; and for Assistant Marketing Specialist at salaries from \$2,400 to \$3,000 a year, will be filled from this examination. Because of the needs of the service papers will be rated as received, until April 30, 1923. Should sufficient eligibles be obtained, the receipt of applications may close before that date, in which event due notice will be given. Competitors will be rated on education and experience, and on a thesis or discussion of some phase of the grading or warehousing of tobacco.

The duties of the Associate Marketing Specialist will be to direct and to conduct investigations relating to commercial grading of tobacco, to inspecting and sampling tobacco, to warehousing of tobacco and other agricultural products, to supervising the work of warehouse inspectors; to assist in the administration of the United States Warehouse Act; to address public meetings; and to assist in conducting educational campaigns relating to the act.

The duties of the Assistant Marketing Specialist will be to assist Associate Marketing Specialists in investigations to determine the relative qualities of tobacco for commercial purposes; to assist in the inspection of warehouses used for storing agricultural products, and to assist in other duties.

Further information in regard to this examination may be obtained from the United States Civil Service Commission, Washington, D. C.

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ROADSIDE MARKETING DISCUSSED BY OHIO DIVISION OF MARKETS

A brief report of the inquiry made by the State Division of Markets and Marketing, Columbus, Ohio, as to the effect of roadside marketing and the manner in which it is generally received is given in the January 27 number of the Market News and Exchange Bulletin. The element of overhead expense entering into the maintenance of the road stand is discussed briefly. The article says: "The business has come to stay. It can serve the best purpose only through a mutual understanding of the marketing problem and cooperation between producer and consumer."

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COOPERATIVE MARKETING BILL INTRODUCED INTO MAINE LEGISLATURE

A bill "authorizing the formation of non-profit, cooperative associations, with or without capital stock, for the purpose of encouraging the orderly marketing of agricultural products through cooperation," was introduced in the Senate of the Maine Legislature, February 6.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 4477, by Senator McLean of Connecticut to amend the Federal Farm Loan Act.

S. 4478, by Senator Gooding of Idaho, to promote agriculture by stabilizing the price of wheat.

H. R. 14113, by Mr. McLaughlin of Nebraska, to repeal the Interstate Commerce Act.

H. R. 14274, by Mr. Fulmer of South Carolina, to establish and promote the use of the official cotton standards of the United States in interstate and foreign commerce, etc.

Bills and resolutions upon which action was taken:

S. 2023, defining crop failure and providing for the reimbursement of those whose crops failed but who had made payment of their loan prior to May 31, 1921, has passed both Houses.

S. 4287, the Lenroot-Anderson farm credit bill passed the Senate and has been referred to the Committee on Banking and Currency in the House.

S. 4399, Senator McNary submitted a report (No. 1087) to accompany bill to fix standards for hampers, round stave baskets, etc.

S. J. Res. 265, providing for purchase and distribution of nitrate of soda and calcium arsenate was reported out of the Committee on Agriculture in the House with report No. 1541.

H. R. 7103, to establish the standard of weights and measures for wheat-mill and corn-mill products, etc., passed the House and was referred to the Committee on Agriculture and Forestry in the Senate.

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COOPERATIVE LIVE-STOCK MARKETING IN VIRGINIA SUCCESSFUL

Eighteen cooperative live-stock marketing associations are now functioning in 27 counties in Virginia, according to the State Division of Markets, Richmond, Va. Some of these associations handle nearly all of the live stock in their respective counties and are returning to the producers several cents a pound more than could be obtained by other methods of marketing.

Lambs, hogs and cattle are being sold through these associations by grade. By selling according to merit the producers are encouraged to raise only high-class stock.

POTATO-GRADING SCHOOLS HELD IN ONE WASHINGTON COUNTY

A series of potato-grading schools was recently held in the vicinity of Spokane, Wash., by the county agent with the assistance of F. S. Kinsey, Food Products Inspector, Federal Bureau of Agricultural Economics. At each of the four meetings, demonstrations were given of the most approved methods of grading potatoes. The growers plan, by pooling their potatoes, to dispose of the entire crop of the county at a profit by using the culls at home for stock feed, and sending only the graded potatoes to the Spokane market.

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ILLINOIS PROFESSOR PREPARES SERIES OF ARTICLES ON RURAL FINANCE

A series of articles on "How the Farmer is Financed" by Ivan Wright, Associate Professor of Economics, University of Illinois, Urbana, Ill., will appear monthly in Farm Mechanics during the present calendar year. These articles will explain the present agencies through which the farmer may secure money to finance his business. Each article will be illustrated to bring out certain requisites of good agriculture.

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CREAM-GRADING CAMPAIGN TO BE WAGED IN KANSAS

A cream-grading campaign, designed to raise the standard of cream marketed in Kansas, will be started, cooperatively, about March 15, by the dairy department of the Kansas State Agricultural College, Manhattan, Kans., the State Dairy Commission and the Kansas Creamerymen's Improvement Association. Creameries which are members of the Association have agreed to pay a premium on grade "A" cream.

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POULTRY AND EGG MARKETING TO BE TAUGHT TO NORTH CAROLINA FARMERS

The Extension Service of the North Carolina State College of Agriculture, Raleigh, N. C., in planning the poultry projects for this year, has provided for demonstrations in candling and grading eggs for market, and instruction in approved methods of marketing poultry and poultry products.

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NEW JERSEY BUREAU OF MARKETS CONDUCTING A RESEARCH STUDY

The New Jersey Bureau of Markets, Trenton, N. J., is making a study of the retail margins and costs of retailing fruits and vegetables in New Jersey. This study covers both home-grown and shipped-in produce.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 21, 1923.

Vol. 3, No. 8.

DOCTOR NOURSE NOW WITH THE INSTITUTE OF ECONOMICS

Dr. E. G. Nourse, formerly Chief of the Agricultural Economics Section of the Iowa State College of Agriculture, Ames, Iowa, is now connected with the Institute of Economics, Washington, D. C. This Institute, which is privately endowed, is conducting research studies in domestic and foreign economic problems, the results of which will be made available to the Government and to the public in general. Dr. Harold G. Moulton, formerly Professor of Finance at the University of Chicago, is director of the Institute. Several divisions, each headed by specialists, are carrying on studies regarding labor, taxation, railroads, trade, agriculture and similar subjects. Dr. Nourse is director of the agricultural division.

On February 14, Dr. Nourse addressed the local chapter of the American Farm Economic Association at Washington, D. C., on "The Outlook for Co-operation in the Middle West." Limiting his remarks to Iowa, he sketched the development of cooperation in that State, setting forth its problems, obstacles, and accomplishments. He outlined briefly the present status of the grain-elevator movement in Iowa and the difficulties that must be overcome if the elevators are to continue in business and function to the best advantage.

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FEDERAL BUREAU WAGES CAMPAIGN FOR BETTER MARKET LAMBS

An intensive publicity campaign designed to influence better preparation of lambs shipped to the Jersey City market is being waged by the Federal Bureau of Agricultural Economics in cooperation with the Federal Bureau of Animal Industry. A series of articles telling in detail how to prepare lambs for market in order to command satisfactory prices has been sent to the press throughout the States that produce lambs for that market. It was clearly demonstrated by test shipments last fall that producers and shippers of high-quality lambs receive relatively high prices for their animals compared to animals in poor condition. From the published results of the demonstrations made by the Federal Bureau, shippers were impressed with the need of better preparing their product for market. Plans are being made to conduct similar tests this year and to publish the results.

RECOMMENDATIONS MADE IN REGARD TO WEST VIRGINIA'S APPLE-GRADING LAW

Representatives from Maryland and Virginia and from the Federal Bureau of Agricultural Economics recently conferred with the Legislative Committee of the West Virginia State Horticultural Society at Charles Town, W. Va., in regard to the adoption of uniform apple-grading laws for the three States, West Virginia, Virginia and Maryland. As a result the Legislative Committee will recommend that West Virginia adopt the barreled-apple grades of the United States Department of Agriculture, but that these grades be optional with growers and shippers. The Committee is in favor of the adoption of an amendment to the grading law which provides an appropriation of \$10,000 and a revolving fund of fees collected for the support of a joint Federal and State shipping-point inspection service.

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MINNESOTA FARMERS GIVEN ASSISTANCE IN THEIR MARKETING PROBLEMS

One of the outstanding achievements of the Extension Service of the University of Minnesota, St. Paul, Minn., during the past year has been the development of better marketing facilities for farm products. In reviewing the year's work, it is stated by the Extension Specialists that the farmers are beginning to realize that one of the urgent needs of present-day agriculture is a better marketing system. A number of cooperative associations have been organized in Minnesota in an effort to solve the marketing problems of farmers. The Extension Service has also assisted cooperative organizations in employing better accounting methods. Twenty-six associations were given definite help in this important work.

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AGRICULTURAL EDITORS TO MEET IN WASHINGTON, D. C. NEXT WEEK

Editors attending the meeting of the American Agricultural Editors' Association in Washington, D. C., from February 26 to March 3, will be given an opportunity to study all branches of work carried on by the United States Department of Agriculture. Plans are being made by specialists of the Bureau of Agricultural Economics to explain to the agricultural editors any phases of the work of the Bureau in which they may be particularly interested.

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EXTENSION SPECIALIST IN ORGANIZATION AND MARKETS APPOINTED IN OREGON

C. J. Hurd, until recently assistant county agent leader in Oregon, has been appointed Extension Specialist in Organization and Markets with the Oregon Agricultural College, Corvallis, Ore. Mr. Hurd will be in charge of this phase of extension work, assisted by R. S. Besse. Mr. Hurd first entered extension work in Oregon in 1917 as a county agricultural agent.

MARKETING MEETINGS TO BE HELD FOR OREGON FARMERS

A series of meetings for farmers is being arranged by the Extension Service of the Oregon Agricultural College, Corvallis, Ore., to discuss marketing subjects. "One of the greatest needs of this time," according to the marketing specialists of the Oregon Extension Service, "is a complete understanding on the part of the public as to the principles underlying collective marketing and their application for success as well as understanding of the factors contributing to the difficulties of the organizations now in existence and factors which have caused failure in the past."

Two weeks will be devoted to holding meetings in the wheat belt of eastern Oregon. Arrangements have also been made for meetings in western Oregon counties. The discussions will be led by C. J. Hurd, and R. S. Besse, Specialists in Marketing with the Oregon Extension Service.

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BULLETIN DISCUSSES LIVE-STOCK SHIPPING ASSOCIATIONS

Farmers' Bulletin, No. 1292, entitled, "Organization and Management of Cooperative Live-Stock Shipping Associations," just published by the United States Department of Agriculture, discusses the benefits to be derived from marketing live stock through cooperative shipping associations. The reasons for cooperative shipping, the origin and extent of the movement, the form of organization and incorporation, and methods of operation are among the subjects considered in the bulletin. A suggested form of by-laws for cooperative live-stock shipping associations is given in the appendix.

Copies of this bulletin, which supersedes Farmers' Bulletin No. 718, "Cooperative Live-Stock Shipping Associations," may be obtained free from the Division of Publications, United States Department of Agriculture, Washington, D. C.

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DAIRY MANUFACTURING SPECIALIST IN VERMONT RESIGNS

Vern R. Jones, who has been connected with the State Department of Agriculture, Montpelier, Vt., for the past six years as Dairy Manufacturing Specialist, resigned February 1 to enter commercial work. Mr. Jones devoted much time to assisting in the organization of cooperative dairy companies and to raising the standard and quality of dairy products in that State.

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FEED MARKET REPORTING SERVICE TO BE REVISED IN NEW YORK STATE

In order to assist the New York State Department of Farms and Markets, Albany, N. Y., in working out an adequate feed market reporting service for the State, G. C. Wheeler, Investigator in Feed Marketing, Federal Bureau of Agricultural Economics, will be in Albany for the next week conferring with the State marketing officials.

FACTORS DETERMINING POTATO PRICES SET FORTH IN BULLETIN

"Factors Determining the Price of Potatoes in St. Paul and Minneapolis" is the subject of Technical Bulletin No. 10, recently issued by the Agricultural Experiment Station of the University of Minnesota, St. Paul, Minn. The study upon which this bulletin is based was made by Dr. Holbrook Working, Assistant Economist with the Division of Agricultural Economics of the University. The five fundamental factors found to determine the price of potatoes in Minnesota and St. Paul, are: (1) Production of potatoes in the entire United States, (2) loss in storage, (3) changes in the general price level, (4) a steady and uniform annual increase in the demand for potatoes, and (5) failure of the production of potatoes to increase as rapidly as the demand increases. It was found that the following three factors have no measurable effect on the price of potatoes at these two markets: (1) Production in the States adjacent to the market, (2) imports and exports, and (3) general business conditions.

Formulas and tables for estimating price are included in the bulletin.

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LESSONS IN MARKETING COMPILED IN KENTUCKY BULLETIN

Lessons designed particularly to teach the fundamental principles of marketing farm products to members of boys' and girls' clubs have been prepared by O. B. Jesness, Chief of the Section of Markets, University of Kentucky, Lexington, Ky., and published in Extension Circular No. 130, "Marketing Farm Products." Lessons on the following eleven general subjects are included in the circular: (1) What marketing includes, (2) How the farmer sells his products, (3) Central markets, (4) Middlemen and their services, (5) Transportation and storage, (6) Prices for farm products, (7) Market Information, (8) Standardization - grading and inspection, (9) Co-operative marketing, (10) Organizing for cooperative marketing, and (11) Improvements in marketing methods of farmers. A few questions based on the main points of the text follow each lesson.

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MARYLAND STUDENTS OBSERVE FEDERAL METHODS OF GRADING GRAIN

The class in grain grading at the University of Maryland, College Park, Md., was addressed February 15 by Harold Anderson, In charge of Federal Grain Supervision, Baltimore, on "Federal Regulation of Grain Inspection." Following the lecture the forty students were given an opportunity to ask questions relative to the grading and handling of grain.

Arrangements have been made for the students of the grain-grading class to visit the Baltimore office of Federal Grain Supervision on February 24. There they will be shown through both the inspection and supervision laboratories, then, after visiting the Trading Floor of the Baltimore Chamber of Commerce, they will be taken to one of the local elevators in order to observe the handling and sampling of export shipments of grain.

THE MARKETING OF KANSAS WHEAT DESCRIBED IN BULLETIN

"Farm Storage as a Factor in the Marketing of Kansas Wheat" is the subject of Bulletin No. 229, recently issued by the Experiment Station of the Kansas State Agricultural College, Manhattan, Kans. This bulletin, prepared by R. M. Green, Associate Professor of Agricultural Economics, is the first of a series of reports that will have as their purpose a thorough analysis of the markets for Kansas wheat, and the problems involved in reaching these markets.

Some of the subjects discussed in this thirty-two page bulletin are: Buyers' and sellers' markets; the wheat storage problem; the market for Kansas wheat; the rate at which Kansas farmers supply the market with wheat; rate of marketing wheat from Kansas farms compared with rate of commercial consumption; factors determining the amount of farm storage; wheat that can be marketed economically direct from the machine; survey of storage capacity for wheat on Kansas farms; financing farm storage of wheat; types of farm storage; and cost of farm storage.

A summary of the important factors ascertained from the study of wheat marketing is contained in the bulletin.

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NEW BULLETIN DISCUSSES THE MARKETING OF COWPEAS

The results of an investigation of methods of marketing cowpeas, recently concluded by J. E. Barr, Investigator in Marketing Seeds, Federal Bureau of Agricultural Economics, are set forth in Farmers' Bulletin No. 1308, "Marketing the Cowpea Seed Crop," just off the press. The bulletin discusses the commercial value and supply of cowpeas in the United States, preparation of the crop for market, and marketing methods. The four principal agencies through which growers may market their crop are set forth as: (1) neighboring farmers, (2) local shippers, (3) distant seedsmen or dealers, and (4) through farm-paper advertising direct to other farmers. The advantages and disadvantages of each of these methods are presented in the bulletin so that the grower may be guided in choosing the agency which will return him the largest net amount for his product. Factors influencing the selling price of cowpeas are also given consideration by Mr. Barr.

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NEW JERSEY OBSERVES "SWEET-POTATO WEEK"

Because sweet potatoes have been wholesaling at unusually low prices most of the season the New Jersey State Bureau of Markets, Trenton, N. J., recently proclaimed a "Sweet-Potato Week" for the purpose of acquainting New Jersey consumers with the opportunity for buying sweet potatoes at reasonable prices. The City Market Letter issued by the State Bureau on February 14 explains how housewives should care for sweet potatoes in order to prevent rapid deterioration.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Resolutions introduced during the past week:

H. J. Res. 446, by Mr. Voigt of Wisconsin, directing the Federal Trade Commission to investigate the proposed merger of Armour and Co., and Morris and Co. Referred to the Committee on Agriculture.

The President of the United States transmitted to Congress a supplemental estimate of \$25,000. to be used during the fiscal year 1923 for the collection of seed loans. Referred to the Committee on Appropriation and ordered to be printed as H. Doc. 566.

Bills and resolutions upon which action was taken:

S. 3220, to amend the United States Warehouse Act has been passed by both Houses.

S. 4478, a bill intended to stabilize the price of wheat has been reported to the Senate from the Committee on Agriculture and Forestry with report No. 1141.

H. R. 12053, providing a standard for butter passed the House and was put on calendar of Senate. This bill is similar to S. 3858 now before the Senate.

H. R. 13481, the Agricultural appropriation bill which was returned to conference on account of the disagreement of the two Houses on the item concerning Forest Roads and Trails has been agreed to by the Conference Committee and the conference report adopted by both Houses. The bill will now go to the President of the United States for signature.

H. R. 14270, to amend the Farm Loan Act has been reported from the Committee on Banking and Currency of the House.

H. R. 14302, to promote the use of the official cotton standards of the United States, etc., passed the House and was referred to the Committee on Agriculture and Forestry in the Senate.

S. J. Res. 265, providing for the purchase and distribution of nitrate of soda by the Government came up for discussion on the floor of the House but was not passed.

OHIO HAS A NEW MARKETING CHIEF

M. S. Cox has succeeded George U. Marvin as Chief of the State Division of Markets and Marketing, Columbus, Ohio. The new Director of the State Department of Agriculture is C. V. Truax, superseding L. J. Taber.

STATE AND FEDERAL

MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



February 28, 1923.

Vol. 3, No. 9.

TRAINING SCHOOL FOR HAY INSPECTORS TO BE HELD AT AUBURN, N. Y.

A school for the training of inspectors in the use of the Federal grades for hay will be held in Auburn, N. Y., commencing about March 5. This school is being arranged especially for members of the New York State Grain and Hay Dealers' Association. This association at its recent annual meeting adopted the Federal grades for hay. Twelve members of the association, as well as several persons from other States, have arranged to take the two-weeks course. Upon completion of the training, the inspectors will be placed at the principal shipping points in the hay-producing sections of New York.

H. B. McClure, Specialist in Hay Marketing; K. B. Seeds, Specialist in Hay Standardization; and S. N. Swarthout, Hay Inspector, Federal Bureau of Agricultural Economics, will conduct the school.

The first training school for hay inspectors was held last November at Alexandria, Va., where the Hay Laboratory of the Federal Bureau is located.

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GEORGIA TO HAVE A SHIPPING-POINT INSPECTION SERVICE ON WATERMELONS

Shipping-point inspection on watermelons will be available to Georgia shippers this season, under the terms of a cooperative agreement just signed by the Georgia State Bureau of Markets, Atlanta, Ga., and the Federal Bureau of Agricultural Economics. The inspections will be based upon the average weight of the melons and upon freedom from disease. State-Federal certificates will be issued showing the quality and condition of the watermelons at time of shipment.

The State Bureau of Markets is planning to furnish a shipping-point inspection service for other fruits and vegetables shipped from Georgia.

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CALIFORNIA RECOMMENDS GRADES FOR ORANGES

Tentative grades for oranges have been recommended by the California State Department of Agriculture, Sacramento, Calif., and joint Federal and State inspection certificates based on these grades are being issued on oranges shipped to eastern markets. It is estimated that 1,000 cars will be inspected this season in accordance with these State grades. Heretofore oranges have been sold by brand rather than by grade.

APPROPRIATION ACT CARRIES INCREASED SUMS FOR FEDERAL BUREAU

The appropriation bill for the United States Department of Agriculture for the fiscal year beginning July 1, 1923, was signed by the President of the United States, February 26. The bill provides \$4,005,853 for carrying on the work of the Bureau of Agricultural Economics, an increase of \$449,670, over the appropriation act for the present year. The most notable increase was for the extension of the Market News Service of the Bureau. Seven hundred thousand dollars was appropriated for this work during the coming year, as compared with \$405,000 for the current year. This increase in appropriation will be used in extending the leased-wire service to some of the Western and Southern States which, for some time, have been desirous of being put in more direct contact with the Government's crop and market reporting service.

The appropriation for market inspection of perishable foods was increased to \$275,000 as compared with \$175,000 for the present year.

The other large items making up the total are: Farm Management and Practice, \$281,987; Marketing and Distributing Farm Products, \$500,000; Crop and Live-Stock Estimates, \$332,000; Foreign Competition and Demand, \$65,000; Enforcement of United States Cotton Futures Act, \$143,540; Enforcement of United States Grain Standards Act, \$541,223; Administration of United States Warehouse Act, \$136,400; and Enforcement of Standard Container Act, \$5,000.

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MIDDLE-ATLANTIC MARKETING OFFICIALS HOLD MEETING

A meeting of the marketing officials of the Middle-Atlantic States was held in Trenton, N. J., February 27-28. The program on Tuesday included discussions regarding market reporting, standardization and inspection of fruits and vegetables, and the marketing of live stock and wool. On Wednesday the conference was confined to problems relating to the marketing of dairy products, poultry and eggs, wheat and hay.

The States making up the Middle-Atlantic group were well represented at these meetings. Among the specialists of the Federal Bureau of Agricultural Economics who attended the conference were: F. G. Robb, Specialist in Food Products Inspection; Roy C. Potts, Specialist in Marketing Dairy Products; C. A. Burmeister, Investigator in Live-Stock Marketing; and K. B. Seeds, Specialist in Hay Standardization.

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GOVERNOR DISCUSSES MARKETING PROBLEMS WITH FARMERS

In order to discuss important questions relating to the marketing of farm products, Governor Pinchot of Pennsylvania called a meeting of representatives of farmers' cooperative marketing associations at the State Capitol in Harrisburg, February 20 and 21.

CHART SHOWS DEFECTS IN MARYLAND MARKETING SYSTEM AND SUGGESTS REMEDIES

A large printed chart showing "the present practices and proposed remedies in the marketing of the principal farm products of Maryland" has recently been prepared and issued by a joint committee representing the Extension Service of the University of Maryland, College Park, Md., the Maryland Agricultural Society, and the Merchants' and Manufacturers' Association of Baltimore. In graphic form the outstanding defects of the existing marketing system, together with suggested remedies, are presented. For instance, in one column of the chart are set forth the present inadequate methods so often followed by the producer in marketing his wheat, live stock, vegetables, orchard fruits, eggs, poultry, tobacco, wool, small fruits, and dairy products. Balanced against this column is one in which are listed a number of suggestions designed to bring about more orderly marketing methods. In the same manner the present defects in transporting, storing, wholesaling and retailing farm produce are pointed out and remedies suggested. The part which the consumer plays in the marketing system is also outlined. In the last two columns are listed a number of marketing services which municipal and State agencies could give the public.

Using the chart as the basis, the various organizations represented on the joint committee are planning to draw up a program to be followed in bringing about a more orderly marketing system in the State of Maryland.

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NEW JERSEY HOUSEWIVES URGED TO BUY SUPPLIES IN LARGER QUANTITIES

Housewives in New Jersey are urged by the State Bureau of Markets, Trenton, N. J., to buy their food supplies in quantity and thereby effect considerable savings. The City Market Letter, published weekly by the State Bureau for the special use of housewives, quotes wholesale and retail prices on various fruits and vegetables in different cities of the State. The wholesale prices are quoted on the larger units, and the retail prices on small units. From these weekly reports the New Jersey housewife can determine whether or not she is being charged a fair price for the produce which she buys, also just how advantageous it would be to buy in larger quantities.

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POTATO GRADING IN NEBRASKA INCREASES

Since the enforcement of the compulsory potato-grading law in Nebraska, the potato area of the State has been noticeably enlarged, according to the State Bureau of Markets and Marketing, Lincoln, Nebr. During the first year of the operation of the law but 26 local inspectors were required to perform the work of inspection which was confined chiefly to western Nebraska. In 1921 the number was increased to 40, while in 1922, almost 90 inspectors were employed and shipments of potatoes were made from many points not previously having surplus supplies for carlot shipment.

RESULTS OF COST-OF-MARKETING STUDIES IN CORN-BELT STATES PUBLISHED

A detailed report of the study made by specialists of the Federal Bureau of Agricultural Economics to ascertain the costs of marketing hogs in the Corn Belt States is contained in a mimeographed pamphlet entitled "Cost of Marketing Live Stock in the Corn Belt - 1921" just issued by the Bureau. From the Investigation it was learned that about one-third of the total cost of marketing hogs by cooperative shipping associations consists of terminal charges, such as commission, yardage, and feed. Losses from crippling were found to be heavier from November to March, inclusive, than during other months of the year. The loss on account of killed hogs was found to be greater in the spring months, particularly May and June, than in other months. Both crippled and dead hogs were more numerous in mixed shipments than in straight shipments. A seasonal variation in shrinkage was also found, the highest percentage occurring in August.

The study consisted of data collected from 237 live-stock shipping associations in the ten Middle Western States which shipped more than 600,000 hogs in 1921. The carload or shipment was the unit used.

Copies of the report may be obtained upon request from the Federal Bureau of Agricultural Economics.

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QUALITY OF NEBRASKA POTATOES IMPROVED SINCE ENACTMENT OF GRADING LAW

The Nebraska Bureau of Markets and Marketing, Lincoln, Nebr., has been exerting continued efforts during the past several years toward improving the quality of Nebraska potatoes. In order to ascertain the quality of Nebraska potatoes, questionnaires were sent to 750 potato dealers in eleven States. Ninety per cent of the dealers reported that prior to 1919 when the State potato grading law was enacted, the storage of Nebraska-grown potatoes was unsatisfactory. It was found that dry rot was responsible for 64 per cent of the unsatisfactory storing results. Reports from these same dealers for the past two years show that the storing quality of Nebraska potatoes has improved 80 per cent. The dealers attribute 90 per cent of this improvement to better grading.

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MICHIGAN HAY DEALERS TO CONSIDER ADOPTION OF FEDERAL HAY GRADES

The Michigan Hay and Grain Association, Lansing, Mich., at its annual meeting this week, will consider the adoption of Federal grades for hay and the establishment of a shipping-point inspection service. W. A. Wheeler, in charge of the Hay, Feed and Seed Division, Federal Bureau of Agricultural Economics, will explain the Federal hay grades to members of the Association. Before returning to Washington, Mr. Wheeler will stop in Toledo, Ohio, in order to discuss with members of the hay trade the desirability of establishing at that market an inspection service based on the Federal hay grades.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the week:

H. R. 14400, by Mr. Little of Kansas, to stabilize wheat values.

H. J. Res. 457, by Mr. Haugen of Iowa, to authorized the appointment of a joint committee of the Senate and House to represent Congress at the World's Dairy Congress.

Bills upon which action was taken during the week:

S. 3220, to amend the United States Warehouse Act has been passed by both Houses.

S. 3757, by Senator Dial, authorizing the Department of Commerce to collect and publish additional cotton statistics was reported to the House from the Committee of Census with report No. 1644.

H. R. 7735, by Mr. Christopherson, to create the American Stabilizing Commission, etc., was reported to the House from the Committee on Agriculture with report No. 1672.

H. R. 8086, by Mr. Voigt, to prohibit the shipment of filled milk in interstate commerce has been under discussion in the Senate but no action taken.

H. R. 12966, by Mr. Sinclair, to provide for the purchase and sale of farm products was reported to the House with report No. 1667.

H. R. 13352, by Mr. Little, to authorize the Secretary of Agriculture to purchase, store and sell wheat for the purpose of stabilizing wheat values, etc., was reported to the House from the Committee on Agriculture with report No. 1671.

H. R. 13481, the agricultural appropriation bill was signed by the President of the United States, February 26.

H. R. 14270, the Strong farm credits bill has been passed by the House.

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A STATE DEPARTMENT OF MARKETS CONTEMPLATED IN OREGON

A bill for the establishment of a State Department of Markets has been introduced in the Oregon State Legislature. The marketing work now conducted in the State is centered in the Oregon Agricultural College, Corvallis, Ore., under the leadership of Doctor Hector Macpherson, Director of the Bureau of Organization and Markets.

IMPROVEMENT IN GRADING OF MICHIGAN POTATOES TO BE URGED AT CONFERENCE

A conference of managers and directors of potato-shipping associations will be held in Cadillac, Mich., in the near future for the purpose of discussing improvement in the grading of Michigan potatoes. The conference is being called upon the recommendation of J. W. Weston, Potato Specialist at the Michigan Agricultural College, Lansing, Mich., who recently made a tour of the Pittsburgh, Philadelphia and Cleveland markets in order to observe the manner in which Michigan potatoes were received. Mr. Weston said upon his return:

"We were amazed at the conditions we found in each market. The potatoes from other States came in far better graded than ours. Wherever we went we found the discrimination against our potatoes to be a matter of grade and not variety. Michigan shippers are leaving too many culs in potatoes. Retailers and jobbers told us that we could well afford to cull out 20 to 25 per cent more potatoes from our sacks. Retailers told us that in sacks of Michigan potatoes they usually have from ten to fifteen pounds of tubers which they can not sell because of mechanical injuries, sunburn, bruises, oversize and other defects."

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STRAWBERRY GROWERS IN FLORIDA ADOPT FEDERAL GRADES

Strawberry growers in the vicinity of Plant City, Fla., are endeavoring to secure better prices for their crop this season by placing a quality pack on the market. The Plant City Growers' Association has adopted the Federal grades for strawberries and every quart of berries conforming to the United States No. 1 grade is marked with a label showing the grade, the brand name, and the name and address of the association. C. W. Hauck, Investigator in Marketing Fruits and Vegetables, Federal Bureau of Agricultural Economics, is in Florida assisting the growers in grading and packing their strawberries in accordance with the Federal standards.

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MISSOURI BILL WOULD REPEAL STATE MARKETING LAW

A bill has been introduced in the Missouri Legislature to repeal the Marketing Law passed at the last session of the State Legislature. The Marketing Law, among other things, sought to license and place commission merchants under bond.

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COLORADO MARKETING SPECIALIST GIVES SERIES OF TALKS ON MARKETING

W. F. Heppe, Extension Agent in Marketing, Colorado Agricultural College, Fort Collins, Colo., recently spoke at a number of Farmers' Institutes in the San Luis Valley of Colorado on the subject of marketing.

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STATE AND FEDERAL MARKETING ACTIVITIES



CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 7, 1923.

Vol. 3, No. 10.

STUDY BEING MADE OF INFLUENCE OF PUSH-CART VENDOR ON GLUTTED MARKETS

Much interest is being shown in the study of the influence of the push-cart vendor on glutted markets and the retailing of perishable produce, which is being conducted in Boston, Mass., cooperatively by the Massachusetts Division of Markets, Boston, Mass., and the Federal Bureau of Agricultural Economics. The work of these agencies is being coordinated through the New England Research Council on Marketing and Food Supply.

This study has attracted more than usual attention, partly because it is concerned with a subject to which little thought has previously been given and partly because anything which bears upon the question of minimizing waste in the distribution of foodstuffs is eagerly sought.

The object of the investigation is to determine the degree of usefulness and efficiency the push-cart vendor has in the marketing of fruits and vegetables in Boston. The volume, type, and condition of produce retailed in this manner, and the margins at which the business is handled, are being ascertained.

It is expected that a report of the study will be ready by the first of June covering the material collected and analyzing the problems encountered.

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AGRICULTURAL CONFERENCE HELD IN PENNSYLVANIA

At the request of F. P. Willits, Secretary of the Pennsylvania Department of Agriculture, Governor Pinchot called a conference, at Harrisburg, of representatives of the cooperative purchasing and marketing organizations of Pennsylvania to develop a program for the improvement of marketing and production methods, with particular emphasis given to the development of co-operative organizations. Approximately two hundred representatives of existing farmers' associations, the distributing trade, bankers, farm papers, the Pennsylvania State College, and the State Department of Agriculture, attended.

Eleven committees were appointed covering the following commodities: beef cattle, swine, sheep, horses, dairy products, poultry products, fruit, vegetables, potatoes, tobacco, grain, and hay. Each committee was requested to prepare a definite program for the improvement of conditions in the marketing of each particular commodity, and also for the improvement of those factors of production which have a direct effect on marketing problems. A committee was authorized and appointed to work out a plan for permanent organization.

MIDDLE-ATLANTIC MARKETING OFFICIALS HOLD PROFITABLE MEETING

The marketing officials of the Middle-Atlantic States at their annual meeting in Trenton, N. J., February 27 and 28, decided to hold a midsummer meeting in Washington, D. C., to discuss crop prospects and transportation problems with fruit growers, distributors, transportation representatives, and others interested in the marketing of the fruit crop from the States of Virginia, West Virginia, Maryland and Pennsylvania.

The Trenton meeting was well attended by representatives of the State departments of agriculture and the agricultural colleges in New York, New Jersey, Pennsylvania, Maryland, Virginia and West Virginia, as well as by several specialists of the Federal Bureau of Agricultural Economics.

After addresses of welcome by Alva Agee, Secretary of the New Jersey Department of Agriculture, and Mayor Donnelly of Trenton, members of the New Jersey League of Women Voters and of the Federation of Women's Clubs outlined the work which had been done by these organizations in cooperation with the New Jersey Bureau of Markets.

The conference was devoted to a thorough discussion of marketing problems, by commodities, including fruit and vegetables, live stock and wool, dairy and poultry products, wheat and hay. The consideration of the various subjects included production problems affecting marketing, grades, organization, market reporting, inspection, transportation, and special problems relating to particular commodities.

The present officers of the Middle-Atlantic Marketing Association were reelected for the coming year - Chairman, W. H. Somers, Chief of the West Virginia Bureau of Markets; and Secretary, Porter R. Taylor, Acting Director of the Pennsylvania Bureau of Markets.

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SHORT COURSE HELD FOR NORTH DAKOTA GROWERS AND SHIPPERS

A short course for potato growers and shippers was held at the North Dakota Agricultural College, Agricultural College, N. D., the week of February 26. Those attending the course were impressed with the necessity of giving more attention to better quality of potatoes and to shipping the crop according to grade, rather than to increasing production.

Harvesting, storing, grading and shipping problems were discussed by Dr. A. H. Benton, Head of the Department of Marketing and Rural Finance, and G. E. Wolf, Potato-Marketing Specialist.

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RYE GRADES GIVEN UNANIMOUS APPROVAL

Unanimous approval of the proposed official grain standards of the United States for rye was given at the three public hearings held in New Orleans, Chicago and Minneapolis. The fourth and final hearing will be held in New York City, March 7. If approved, the rye grades will be established and promulgated, effective on or about July 1, 1923, by the Secretary of Agriculture, under the United States grain standards Act.

RETAIL MEAT DEALERS ADOPT STANDARD ACCOUNTING SYSTEM

At a meeting in Chicago last month, twenty-six retail meat dealers agreed to install in their shops the standard accounting system which has been worked out especially for the meat trade by the Northwestern University, Evanston, Ill., in cooperation with the Cost of Marketing Division of the Federal Bureau of Agricultural Economics. Two study clubs were organized by the meat dealers and are now being instructed in the use of the system by Professor Horace Secrist of the Bureau of Business Research of Northwestern University.

Professor Secrist states that the new bookkeeping forms are very simple and that markets which already have satisfactory accounting systems will find the use of at least a part of the new system of advantage without disorganizing their own, since it will furnish a standard by which they can estimate whether costs are too high or too low. The system has been arranged on a graduated basis for use of small dealers, large independent dealers and chain stores.

An educational campaign similar to the one in Chicago is being undertaken in New York City. H. F. Buchanan and R. M. Roudabush, Assistants in Market Business Practice, Federal Bureau, are instructing meat dealers in that city in the use of the new accounting system, the adoption of which will aid greatly in carrying on the studies which the Federal Bureau is making in regard to the costs of the retail meat business.

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DAIRY AND POULTRY FARMERS IN NEW MEXICO PLAN TO ORGANIZE

Farmers in eastern New Mexico are contemplating the organization of a cooperative marketing association for the handling of cream, eggs and poultry, according to a recent report from C. A. McNabb, Extension Agent in Marketing, College of Agriculture and Mechanic Arts, State College, N. Mex. The plan provides for the establishment of a plant at Clovis, N. Mex., for the manufacturing of butter and for the storage of eggs, awaiting shipment in carlots to Eastern markets. A poultry-handling plant is also contemplated which eventually would include facilities for the fattening of poultry, and the preparation of dressed poultry for shipping. Mr. McNabb has been conferring with the farmers and officers of the State and county farm bureaus in regard to the organization work necessary to the establishment of the cooperative enterprise.

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OKLAHOMA CONTEMPLATES ESTABLISHING A STATE MARKETING BUREAU

The Oklahoma State Legislature, in contemplating the establishment of a State Bureau of Markets, recently sent a representative, H. L. Converse, to Jefferson City, Mo., to make a study of the organization of the Missouri State Marketing Bureau. In addition to the organization features of the Missouri Marketing Bureau, Mr. Converse gave careful attention to the various activities in which the Bureau has been engaged during the past two years.

FUNDAMENTALS OF MERCHANDISING LISTED BY WISCONSIN PROFESSOR

"What Cooperative Sales Organizations Contribute to the Merchandising of Farm Products" is the subject of a twenty-one-page mimeographed pamphlet recently prepared by Dr. Theodore Macklin, Professor of Agricultural Economics, University of Wisconsin, Madison, Wis.

The motto of cooperative merchandising, according to Dr. Macklin, should be, "Two consumers where one grew before." He briefly discusses the accomplishments of some of the well-known cooperative organizations which sell their products by brand, and points out seven principles of merchandising which he considers fundamental:

"First, there must be a cooperative commodity marketing company owned by farmers. It must be so created and operated that it renders unexcelled service with the greatest efficiency.

"Second, farmers must deliver to this their own company all of the commodity to be commercially sold which they produce and for the marketing of which this company was built by them.

"Third, better products must be produced for this company and must be rigidly standardized in quality and pack.

"Fourth, this better standardized product must be named attractively and advertised. This means that it must be made known to enough consumers to win 'two satisfied buyers where only one disgusted purchaser existed before.'

"Fifth, the full and hearty backing and cooperation of the necessary distributing trade, such as brokers, wholesalers, and retailers, must be won and maintained.

"Sixth, constant distribution of this better product must be so timed and placed as to let every consumer who desires to buy be able to obtain the goods when wanted.

"Seventh, the farmer who makes the better product must receive the better price. In other words, each farmer must be enabled to get what his product sells for to the consumer, less only actual merchandising costs."

Dr. Macklin then explains why farmers should observe each of the seven points in attempting to set up successful organizations.

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BIENNIAL APPROPRIATION RECOMMENDED FOR MISSOURI MARKETING BUREAU

The Appropriations Committee of the Missouri Legislature has tentatively recommended \$143,000 for the work of the State Marketing Bureau, Jefferson City, Mo., during the biennial period 1923-24. An amount of \$170,250 was appropriated for the past biennial period. The policy of strict economy which is prevalent in State legislatures now meeting throughout the country is not especially significant in the amount recommended for the Missouri State Marketing Bureau for 1923 and 1924 as compared with the amount allowed for the past two years, when the fact is taken into consideration that permanent equipment amounting to more than \$50,000, including a \$25,000 radio broadcasting set, was purchased out of the funds appropriated two years ago.

POTATO GROWERS OF CALIFORNIA CONSIDER COMPULSORY GRADING

At a meeting of horticultural experts and growers held recently at Salinas, Calif., the question of compulsory grading for the Salinas Valley output of potatoes was given careful consideration. L. J. Weishaar, Chief, Bureau of Standardization, State Department of Agriculture, Sacramento, Calif., explained to the growers the essential points in potato grading and pointed out that the State would enforce compulsory grading providing fifty per cent or more of the growers agree to such a policy. The growers decided that the only way to command a higher price and to find a readier market is to grade, pack and label their potatoes according to approved practices. A demonstration of methods used in grading potatoes was given for the benefit of the many growers present.

At a meeting to be called later this Spring, further steps toward the establishment of compulsory grading will be taken.

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STANDARDIZATION BILL INTRODUCED IN MISSOURI LEGISLATURE

A bill has been introduced in the Missouri Legislature to authorize the Commissioner of the Missouri State Marketing Bureau to fix and promulgate standards for all kinds of agricultural products and containers therefor. The Missouri bill is identical in form to the suggested bill for States on this subject, prepared by the Federal Bureau of Agricultural Economics. It is believed that the bill will become a law in Missouri unless it is lost in the congestion during the remaining short period of the Fifty-second General Assembly now in session in Jefferson City.

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AGRICULTURAL FREIGHT-RATE INDEXES BEING COMPILED

The Federal Bureau of Agricultural Economics is cooperating with the Harvard Graduate School of Business Administration in compiling a general agricultural freight-rate index as well as regional indexes. Harry S. Gabriel, who has been connected with the Federal Bureau since last September as an Associate Agricultural Economist in Transportation, is making the investigation under the direction of Professor Cunningham, in charge of the transportation department at Harvard.

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NORTH DAKOTA POTATO GROWERS PLAN TO STRENGTHEN THEIR MARKETING EXCHANGE

According to Dr. A. H. Benton, Head of the Department of Marketing and Rural Finance, North Dakota Agricultural College, Agricultural College, N. D., conferences will be conducted with forty cooperative potato growers' associations in North Dakota within the next few weeks for the purpose of assisting in establishing the North Dakota Potato Exchange on a firm foundation for the coming year.

EXAMINATION ANNOUNCED FOR ASSISTANT MARKETING SPECIALIST (WAREHOUSING)

An unassembled examination for Assistant Marketing Specialist (Warehousing) has been announced by the United States Civil Service Commission. On account of the needs of the service applications will be rated as received until further notice. Vacancies in the Federal Bureau of Agricultural Economics for duty in Washington, D. C., or in the field, at entrance salaries ranging from \$1,620 to \$2,400 a year will be filled from this examination.

The duties of the appointees will be to inspect warehouses for the storage of grain, cotton, wool or tobacco, licensed under the United States Warehouse Act, and to perform other miscellaneous duties in connection with the administration of the act, including the preparation of reports and the handling of correspondence. It is essential that applicants should have had experience in either grain, cotton, wool or tobacco warehousing (but not in all four) or in banking. In the course of inspecting warehouses it is necessary to analyze financial statements.

Competitors will be rated on education, training, and experience and on a thesis dealing with some phase of warehousing.

Applicants must show the completion of work equivalent to the first two years of a standard high-school course and two years' responsible warehousing experience. The required warehousing experience must have been in some way related to practical warehousing of agricultural products. Special consideration will be given for additional education and experience.

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MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Important bills which were passed during the closing days of the Fourth Session of the Sixty-seventh Congress of the United States:

S. 4230, to provide credit facilities for the agricultural and livestock industries of the United States. This Act combines the principal features of the Capper, the Lenroot-Anderson and the Strong bills.

H. R. 3086, by Mr. Voigt of Wisconsin, to prohibit the shipment of filled milk in interstate or foreign commerce.

H. R. 14302, by Mr. Fulmer of South Carolina, providing for the use of the official cotton standards of the United States in interstate and foreign commerce, and for other purposes. This bill is similar in scope to the United States Grain Standards Act.

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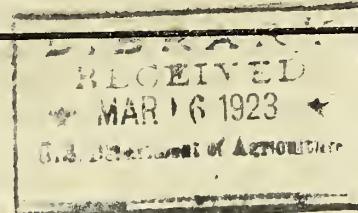
MINNESOTA LEGISLATURE WOULD PROHIBIT USE OF SECOND-HAND CONTAINERS

A bill was introduced in the Minnesota Legislature last week which if passed would prohibit the use of second-hand boxes, crates and barrels as containers of food products to be marketed.

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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



March 14, 1923.

Vol. 3, No. 11.

METHODS OF TRUCKING PERISHABLE FOOD PRODUCTS IN BOSTON BEING STUDIED

The methods of trucking perishable foodstuffs in the wholesale trade of the city of Boston is being studied cooperatively by the Massachusetts Agricultural College, the Boston Chamber of Commerce, the Massachusetts Institute of Technology and the Federal Bureau of Agricultural Economics. The work of the cooperating agencies is being coordinated through the New England Research Council on Marketing and Food Supply.

The investigation, which it is expected will be completed by the first of June, will show the types of organizations employed in the trucking of perishable foodstuffs in Boston, the facilities which are afforded, the charges made, the routing and termini of such traffic and the limitations encountered, particularly by congestion, as the markets now exist and as would be encountered with possible new market sites.

Another study being made by these cooperative agencies will show how perishable food products are handled in the Boston railway terminals. This investigation is being made to determine the present and possible relation of the railway terminals to the centers in Boston for the marketing of food products and to suggest what changes, if any, should be made in the handling of such products and in the relations of the terminals to the markets. This study likewise will be completed by June 1.

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VIRGINIA DIVISION OF MARKETS ISSUES LIST OF MARKETING SUBJECTS

In an effort to bring before teachers and students of agriculture the need for more specialized study in the field of marketing, the Virginia Division of Markets, Richmond, Va., has prepared a list of marketing subjects suitable for theses, essays and compositions. The list contains forty-two suggested topics, sixteen of which are on the general subject of marketing, eight on the marketing of live stock and wool, six on the marketing of fruits and vegetables, six on the marketing of dairy products, poultry and poultry products, and six on the marketing of grain and hay.

Five different sources from which information bearing upon the various subjects can be obtained are mentioned.

The list was sent to teachers in colleges and high schools of Virginia who are engaged in the teaching of agriculture and its related subjects.

PUBLIC HEARINGS TO BE HELD IN CONNECTION WITH NEW COTTON STANDARDS ACT

Plans for public hearings in connection with the preparation of tentative regulations under the provisions of the Fulmer Cotton Standards Act which goes into effect August 1, 1923, are being made by the United States Department of Agriculture which is charged with administration of the law.

The Act prohibits the use of foreign grade and staple standards for American cotton, and establishes the official standards of the United States as the sole standards in interstate and foreign commerce. It also enables the Secretary of Agriculture to interpret the official standards by determining the classification of cotton submitted to him for this purpose and by the arbitration of disputes as to classification arising out of commercial spot cotton transactions. A permissive arrangement for the licensing of classers by the Secretary of Agriculture is also provided with a view to facilitating shippers' compliance with the law.

Tremendous economic savings are expected to result from the operation of the new legislation.

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CONDITION OF CONNECTICUT COOPERATIVE ASSOCIATIONS SHOWN IN REPORT

According to a report recently compiled by Paul Mehl, Marketing Specialist at the Connecticut Agricultural College, Storrs, Conn., thirty-six cooperative buying associations among farmers have been started in the past ten years in Connecticut and all but one have passed safely through the crisis of 1921 and are still doing business. Most of the exchanges, Mr. Mehl states, came into existence during the period of rising grain prices immediately following the war. The exchanges purchased approximately one million dollars worth of goods in 1921 without serious losses, due largely to the fact that they were not carrying surplus stocks in warehouses. In summarizing the results of his study, Mr. Mehl advises the cooperatives to stick to their cash-at-car-door, non-delivery, non-warehousing plans as long as possible.

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RETAIL OUTLETS FOR FRUITS AND VEGETABLES BEING STUDIED IN BOSTON

The retail outlets for fruits and vegetables in metropolitan Boston are being studied cooperatively by the Massachusetts Agricultural College, the Boston Chamber of Commerce, Boston University, and the Federal Bureau of Agricultural Economics. The investigation will show the outlet which each type of store affords - such as general grocery, chain stores and fruit stores - the distribution of these stores throughout metropolitan Boston, the relation between the sectional demand for these products, and the racial and economic elements of the population. The methods employed to supply the stores with fruits and vegetables will also be ascertained. A report covering the various results of the surveys will be completed by June 1.

VIRGINIA LIVE-STOCK SHIPPERS TO HOLD A TWO-DAY MEETING

The Virginia Division of Markets, Richmond, Va., has been doing much to assist the live-stock industry of the State to become established on a firm basis. In the interests of live-stock shippers a two-day meeting has been called at Roanoke, Va., March 15 and 16, to discuss various marketing problems. K. A. Keithly, formerly live-stock marketing specialist with the State Division of Markets and now temporary president of the Virginia Federation of Live-Stock Shippers, will discuss the need for State federation.

C. A. Burmeister, Investigator in Live-Stock Marketing, Federal Bureau of Agricultural Economics, will explain "The Efficient Operation of a Cooperative Live-Stock Shipping Association."

Practical demonstrations in the grading and handling of all classes of live stock will be given at the stock yards. The keeping of adequate accounting records will also be thoroughly discussed.

Representatives of the Extension Service of the Virginia Polytechnic Institute, Blacksburg, Va., and farmers' organizations are cooperating with the State Division of Markets to make this a profitable meeting to the live-stock shippers.

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OREGON SEED-POTATO GROWERS' ASSOCIATION MAKES MARKETING PLANS

In order to stabilize their seed-potato market, secure uniform grades and market their products in a more satisfactory manner, members of the Weston Mountain Seed-Potato Growers' Association, Oregon, have signed an agreement which provides that all potatoes grown or acquired by members shall be graded according to a fixed and uniform standard, states a recent report from the Extension Service of the Oregon Agricultural College, Corvallis, Ore. This association has further agreed that until March 15 specified prices shall be asked for the five different grades agreed upon, and that purchasers shall be requested to deposit 25 per cent of the purchase price in order to make binding all contracts for future delivery.

The association has arranged to market its seed potatoes in new sacks with the association's trade-mark branded on each one. A big commercial grader will be purchased in order to grade efficiently and speedily all potatoes offered for sale.

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WISCONSIN POTATO-GRADING LAW TO BE ENFORCED

The Wisconsin State Department of Markets, Madison, Wis., is taking action against corporations and individuals violating the State's potato grading and labeling requirements at shipping points. The present regulations of the State Department of Markets require labeling of cars or tagging of sacks of potatoes so as to show the exact grade of the product or the fact that it is ungraded. These regulations, the Department of Markets contends, were not carried out by some shippers.

MISSOURI MARKETING BUREAU REVIEWS YEAR'S WORK

In summarizing the work accomplished during the year 1922, the Missouri State Marketing Bureau, Jefferson City, Mo., places much emphasis upon the field work carried on with Missouri farmers. The field activities consisted of egg candling and grading demonstrations; cream-grading campaigns; grain-grading campaigns; marketing tested and approved seeds; assistance in pooling, grading and marketing wool; live-stock marketing; standardization and marketing of fruits and vegetables; and market-news service including radio broadcasting and general publicity.

A. T. Nelson, State Marketing Commissioner, estimates that as a result of the 500 or more egg candling and grading demonstrations the increase in price per dozen on Missouri eggs in 1922 was one cent. It is also estimated that the continuation of the program will in a few years raise the value of Missouri eggs at least five cents a dozen.

About 400 cream-grading demonstrations were held during the year. Buyers have recognized a differential of three cents a pound between No. 1 and No. 2 grade butterfat. Practically all creameries operating in the State are pledged in writing to pay producers according to grade and to aid in every other manner to improve the quality of Missouri dairy products.

The aim of the "Know-Your-Own-Grain Campaign" was to foster the buying of grain on a strictly quality basis at all Missouri shipping points as well as to encourage the planting of better seed.

The greatest benefit of the wool pooling program is believed by the marketing officials of the State to be the improvement which comes to the industry as a result of demonstrating to farmers the relative value of the different grades for wool. Wool growers realized increased profits on their wool as a result of pooling.

Missouri shippers of live stock were assisted by the State Marketing Bureau with their marketing problems. Sixty-one cars of live stock were consigned direct through the efforts of the Marketing Bureau. The St. Joseph live-stock market-news reporting office was opened by the State Bureau and the Federal Bureau of Agricultural Economics in May, 1922.

Inspection service on potatoes and watermelons was available to shippers in several counties. Temporary market news stations on strawberries and watermelons were operated in cooperation with the Federal Bureau of Agricultural Economics.

By means of a radio broadcasting station installed at Jefferson City during the year market reports are made available not only to Missouri but to neighboring States as well.

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TEMPORARY MARKET-REPORTING STATIONS TO BE OPENED SOON

Three additional field stations for the issuing of market reports will be opened in the near future by the Federal Bureau of Agricultural Economics. From Hammond, La., reports on strawberries will be issued commencing about March 26. On the same date it is planned to open a station at Laredo, Tex., to report the onion movement. Commencing April 2 market reports will be issued from Hastings, Fla., on potatoes.

PRICES OF FARM PRODUCTS IN NEW YORK DISCUSSED IN NEW BULLETIN

"Prices of Farm Products in New York" is the subject of bulletin No. 416, recently published by the Agricultural Experiment Station of Cornell University, Ithaca, N. Y. This bulletin, prepared by Dr. G. F. Warren, Head of the Department of Agricultural Economics and Farm Management, discusses, among other things, wholesale prices in the United States for 132 years; monthly prices following the Civil War and the World War, probable prices during the next few years and also during the next fifteen years, factors affecting prices, relation of farm prices to wholesale prices, and New York farm prices.

Tables are included giving the prices paid to producers of farm products in New York, also in the United States as a whole, and index numbers of prices paid to producers of farm produce in New York.

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LOUISIANA POTATO GROWERS FORM COOPERATIVE MARKETING ASSOCIATION

With the assistance of the Extension Division of the Louisiana State University, Baton Rouge, La., the Irish potato growers of the State, representing nearly 1,000 carloads of potatoes, have effected a temporary cooperative marketing association. Plans are now being made for the establishment of a permanent potato growers' exchange under the laws of the State.

In addressing the potato growers, G. L. Tiebout, horticulturist of the Extension Division, said: "Maximum yields per acre and orderly marketing will make the potato industry profitable. Without these it is almost useless to continue growing potatoes. Now is the time for growers to act."

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RADIO MARKET REPORTS OF VALUE TO KANSAS LIVE-STOCK SHIPPERS

Stockmen in Nemaha County, Kansas, are learning the value of market reports by radio. The county agent receives the Government market reports shortly after twelve o'clock each day and posts them promptly in front of his office where they can easily be read. Having learned the trend of the markets, shippers can load their live stock in the afternoon and get on the Kansas City or St. Joseph market the following morning.

Newspaper market reports are not received until the next day. Before the county agent instituted the radio service it was necessary for stockmen to telephone commission firms for information before shipping.

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NEW MARKETING OFFICIAL APPOINTED IN NEBRASKA

According to a recent communication from the Nebraska Department of Agriculture, Lincoln, Nebr., C. O. Sawyer is the Acting Chief of the State Bureau of Markets and Marketing, succeeding W. C. Andreas.

ECONOMIC MEETINGS IN OREGON HOLD MUCH INTEREST FOR FARMERS

Much interest was shown in the meetings held recently in the principal farming districts of Oregon by the Extension Service of the Oregon Agricultural College, Corvallis, Ore., to discuss economic problems with farmers. R. S. Besse, Marketing Specialist, explained various marketing problems, following the discussions on production by R. V. Gunn, Farm Management Demonstrator. An analysis of the marketing situation, history of cooperative marketing and personal elements and progress of cooperative marketing were all given consideration at the two and three-day meetings.

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DELAWARE PLANS FOR FRUIT EXHIBIT

Already plans are being made by the State of Delaware to have a large exhibit at the Eastern Apple Exposition and Fruit Show which will be held in New York City next November. W. T. Derickson, Chief of the State Division of Markets, Dover, Del., has been appointed temporary chairman of the State committee and met recently with a number of growers of Delaware to make preliminary preparations for the State's exhibit.

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NEBRASKA HAS AN OFFICIAL GRADE FOR SEED POTATOES

According to the biennial report of the Nebraska State Department of Agriculture, Lincoln, Nebr., for the period ending December 1, 1922, Nebraska is the only State having an official grade for seed potatoes. The Nebraska potato grades conform to the United States grades. The grade, "Nebraska Seed" must meet practically all of the requirements of No. 1 grade except for size.

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MISSOURI LEGISLATURE CONSIDERS EGG-CANDLING LAW

A bill has been introduced into the Missouri Legislature transferring the egg candling law from the Pure Food and Drug Department to the State Marketing Bureau. If this bill becomes a law it will give the State Marketing Bureau power to enforce egg candling throughout Missouri and will aid much in the State-wide egg candling and grading program.

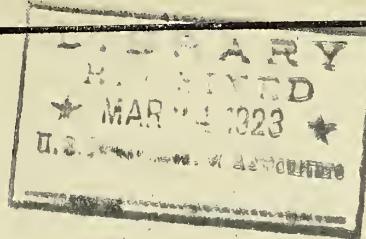
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WISCONSIN EXPERIMENT STATION ISSUES NEW BULLETIN ON MARKETING

"Marketing by Cooperative Sales Companies" is the subject of Bulletin No. 346 recently issued by the Experiment Station of the University of Wisconsin, Madison, Wis. Dr. Theodore Macklin, Professor of Agricultural Economics, is author of the publication.

STATE AND FEDERAL
MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



March 21, 1923.

Vol. 3, No. 12.

NEWS SERVICE ON FEEDSTUFFS CONTEMPLATED IN NEW YORK STATE

Plans are almost completed by the Bureau of Markets and Storage of the New York Department of Farms and Markets, Albany, N. Y., for inaugurating a special market news service on feed stuffs. This news service, which is designed to meet the needs of dairy farmers particularly, will consist of weekly reports issued on Saturdays from Albany, showing the trend of the principal feed markets and prices for various commodities such as grain, feed and hay.

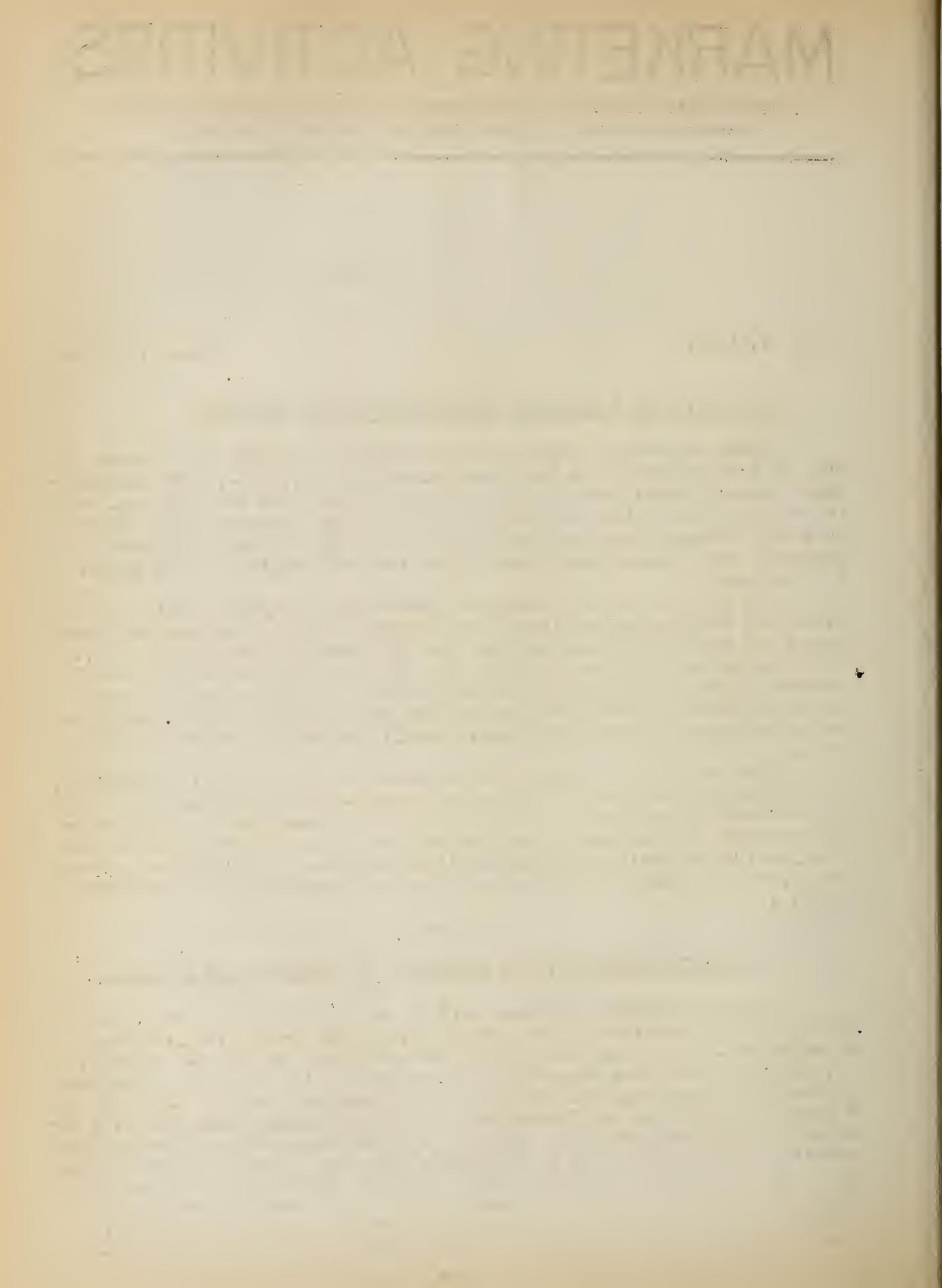
The reports, issued jointly as State-Federal reports, will be based on special information compiled by the Federal Bureau of Agricultural Economics and upon quotations received from the principal producing markets. The basic prices will have added to them the freight differentials for various rate-basing points in New York State. Thus the report as issued will show prices at which feed can be laid down at points within the State taking Buffalo, Rochester, Syracuse, Albany, New York or Boston freight rates.

Upon request the reports will be mailed each Saturday to newspapers, county agricultural agents, farmers and dealers. By this means farmers of New York will be provided with a method of determining what is a fair market price for the feed which they buy and thus they can protect themselves from possible exorbitant charges by local dealers. Local dealers can use the reports as a check on the prices quoted by brokers in the distributing markets.

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MARKETING SUBJECTS TO BE CONSIDERED AT FARMERS' WEEK IN MAINE

A special marketing program will be one of the features of Farmers' Week at the University of Maine, Orono, Me., March 27-30. The program, arranged by C. M. White, Chief of the State Division of Markets, Augusta, Me., includes addresses on problems encountered in the marketing of apples, blueberries, eggs, milk and wool. W. A. Sherman, in charge of the Fruit and Vegetable Division of the Federal Bureau of Agricultural Economics, will explain how farm products reach the city, and the fundamentals of cooperative marketing. "Necessary Steps to Consumer's Table" is the subject of the talk to be given by Alexis L. Clark, Chief of the New Jersey Bureau of Markets. There will also be talks and demonstrations on the candling, grading and packing of eggs, and on the preparation of poultry products for market. The marketing of poultry products by parcel post will also be discussed.



MARKETING ACTIVITIES IN CALIFORNIA REVIEWED IN ANNUAL REPORT

A complete report of the activities of the Division of Markets and of the Bureau of Standardization of the California Department of Agriculture, Sacramento, Calif., for the year ending December 31, 1922, is contained in the annual report of the Department just issued.

During the year the Bureau of Standardization, which is entrusted with the enforcement of the California fruit and vegetable standardization act, worked out trading standards for lettuce, tomatoes, cauliflower and potatoes with the cooperation of the Federal Bureau of Agricultural Economics. The standards for Bermuda onions were strengthened and grades on drum Emperor grapes were promulgated. In addition, tentative grades for cherries were issued.

The shipping-point inspection service on fruits and vegetables comes under the administration of the Bureau of Standardization. From July 1, 1920, when the service was organized, to October 1, 1922, 24,614 cars of 23 different varieties of fruits and vegetables were inspected. Apples, grapes, onions, potatoes, oranges and cauliflower were the chief commodities for which inspections were made.

This Bureau is also in charge of the seed-potato certification service, the warehouse and grain standardization service, and the pure-seed standardization and inspection service.

The Division of Markets has been active during the year in assisting groups of producers with their organization problems. Among the associations specifically helped in their marketing problems may be mentioned the California Cherry Growers' Association, the California Almond Growers' Exchange, Coachella Valley Onion Growers' Association, Imperial Valley Vegetable and Melon Growers' Association.

The Division assisted the milk-goat breeders in forming a cooperative marketing association to handle goat milk, cheese and other by-products, as well as the sale of milk goats. Distributing routes for goat milk have been gradually established. A campaign to increase consumption of goat milk is contemplated, as well as the standardization of the product.

Producers of sugar beets, rhubarb, grain, cotton, live stock and wool have also requested the State Division of Markets to assist in solving some of their respective marketing problems.

For the benefit of producers and distributors, and indirectly to the advantage of the consuming public, the Division has established a daily market-reporting service by which market information on supply, demand and prevailing prices and commercial movement of farm products is gathered and published in the press as well as supplied to producers and distributors wherever required. The information thus gathered is now being used to a great extent by the trade throughout the State as a basis for the settlement of claims and accounts. In cooperation with the Federal Bureau of Agricultural Economics a daily and weekly live-stock market reporting service for the entire State was established during the year.

The Division has also assisted growers, shippers and distributors of perishable products in their transportation problems. A survey of the car situation in California was made by the Division of Markets, and steps taken to alleviate the shortage found to exist.

NEW JERSEY FARMERS PLAN TO POOL THEIR BUYING POWER

Eight farmers' cooperative organizations in New Jersey have decided to pool their buying power by the formation of the New Jersey Farmers' Cooperative Purchasing Association. The new federation, the first of its kind in the State, will represent over 1,200 farmers who last year purchased cooperatively nearly \$600,000 worth of farm supplies, and who as individuals buy \$2,500,000 worth each season. The association is being formed with the assistance and advice of the New Jersey Bureau of Markets, Trenton, N. J., and the State Federation of County Boards of Agriculture.

Members of the organization will have the advantages which come from large wholesale buying of such supplies as fertilizers, feed, seeds, binder-twine and machinery. Each member cooperative association is bound, during every fiscal year in which it purchases any commodity through the association, to purchase its entire supply of that commodity for such fiscal year through the association.

It is expected that a number of other cooperative associations operating in the State will join the new federation.

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MINNESOTA EXTENSION SERVICE ISSUES LIST OF SUGGESTED READINGS

A number of agricultural economic subjects are included in the list of suggested readings which has been prepared by the Extension Service of the University of Minnesota, St. Paul, Minn., in the interests of extension workers and farmers of the State, and issued in the March number of the Extension Service News. Dr. J. D. Black, Chief of the Division of Agricultural Economics, was asked to compile the readings in the field of agricultural economics. On the subject of marketing he suggests ten books, thirteen bulletins and three articles worthy of study by extension agents or farmers. There are also listed some suggestive readings on such subjects as prices of farm products, statistical methods, economics of production, land economics, and credit.

Publications issued by the Minnesota Experiment Station dealing with economic problems of the farmer are also referred to. These include several bulletins on cooperation.

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WCOL GROWERS URGED TO PREPARE FLEECES FOR MARKET WITH CARE

Through the columns of the Weekly Market Bulletin published by the State Bureau of Markets, Concord, N. H., wool growers of that State are being reminded of the approved methods of handling the wool clip in order to command the full value of their wool this season. In a brief article in the March 14 issue the following statement is made: "One of the largest buyers within the State reports that during the past year he handled about 75,000 pounds of wool and of this amount 75 per cent was shipped to him untied." Farmers are urged by the State Bureau officials to assist in eliminating the national waste by observing a few simple rules in preparing their fleeces for market.

STANDARD CONTAINER LAW OF OHIO TO BE ENFORCED STRICTLY

The State Department of Agriculture, Columbus, Ohio, is preparing to give attention to the strict enforcement of the State law in regard to the use of standard containers for sale and shipment of fruits and vegetables. State authorities have noted many instances where Southern producers are using the seven-eights of 24-quart hampers in shipping their produce to Ohio markets.

The Ohio standardization law, enacted in 1921, specifically sets forth the size of containers permitted for use in selling and shipping fruits and vegetables, and the Ohio Department of Agriculture, under the law, has put a ban on the seven-eighths or 24-quart hamper. Off-size climax baskets, also short round bushel bushels are prohibited. The law states that the standard hampers for fruits and vegetables shall be the one-peck hamper, one-half bushel hamper, one-bushel hamper, and one and one-half bushel hamper.

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CONNECTICUT POULTRY MEN SHIP EGGS COOPERATIVELY

The Extension Service of the Connecticut Agricultural College, Storrs, Conn., has recently assisted thirty poultrymen in organizing the Eastern Connecticut Poultry Producers, Inc. The first shipments of eggs were made to Providence, R. I. The association employs an egg candler who grades all eggs according to rules adopted by the organization. The directors are considering the different trade-marks which have been suggested and will decide in the near future which one they will adopt.

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ECONOMIC FORUMS AT OHIO STATE UNIVERSITY REVIEWED

A complete report of the three forums held during Farmers' Week at the Ohio State University, Columbus, Ohio, and led by Dr. T. N. Carver, Professor of Economics, Harvard University, is contained in the February number of the Ohio Extension Service News. The subjects of the discussions were: "Is Credit the Chief Need of the Farmer?" "Shall We Limit Production?" "What Cooperatives Can and Can Not Do for the Farmer."

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FEED MARKET-REPORTING SERVICE IN NEW JERSEY TO BE ENLARGED

Because of numerous requests for more frequent information on prices of grain, feeds and hay, the New Jersey Bureau of Markets, Trenton, N. J., is contemplating issuing its Market Letter twice a week instead of once. This increased service, it is thought, will greatly assist the farmers, particularly those engaged in dairying, in keeping in closer touch with the trend of the hay and feed markets.

MARKETING LEGISLATION ENACTED DURING FOURTH SESSION OF 67TH CONGRESS

The Agricultural Credits Act of 1923 (S. 4280) which combines the principal features of the Strong, the Lenroot-Anderson, and the Capper bills, provides increased credit facilities for agricultural and live-stock industries through governmental agencies in connection with the Federal land banks and through the organization of private agencies under government supervision.

Senate Bill 3220 was passed which amends the United States Warehouse Act. Under the original warehouse Act the commodities were limited to cotton, wool, grain, tobacco, and flaxseed. This limitation is removed under the present law, the Secretary of Agriculture being permitted to license a warehouse for the storage of any agricultural product. The amendments enlarge the scope of offenses punishable under the Act and increase the severity of the penalties which may be imposed. Other changes are made in connection with the issuance of licenses, etc.

The United States Cotton Standards Act (H. R. 14302) which was passed, makes it unlawful to use any standards except the official cotton standards of the United States in interstate or foreign commerce. It provides for the licensing of cotton classers and authorizes the Department of Agriculture to classify cotton upon request and to collect fees in payment for such service.

S. 2023 was passed which defines crop failure in the drought-striken area and provides for the reimbursement of those whose crops failed but who had made payment of their loans from the Government prior to May 31, 1921.

H. R. 8086, to prohibit the shipment of filled milk in interstate or foreign commerce, was passed.

H. R. 12053 was enacted, which defines butter for the purposes of the food and drug Act and provides that butter shall contain not less than 80 per cent by weight of milk fat, all tolerances having been allowed for.

The Third Deficiency Act (H. R. 14408) which was passed, carries \$25,000 to continue the work of collecting seed loans during the current year.

IMPORTANT BILLS WHICH FAILED OF PASSAGE

A bill to fix standards for hampers, round stave baskets and splint baskets for fruits and vegetables. The Vestal bill (H. R. 7102) passed the House of Representatives June 8, 1922. A bill (S. 4399) for the same purpose, but differing in a number of respects, was reported from the Committee on Manufacturing in the Senate but failed to receive consideration on the floor.

A bill (H. R. 7103) to establish standards for wheat-mill and corn-mill products passed the House.

Senate Joint Res. 265, providing \$10,000,000 for the purchase and distribution of nitrate of soda and calcium arsenate passed the Senate but was lost in the House on a point of order.

A bill (S. 3757) authorizing the Department of Commerce to publish additional statistics relative to amount of cotton ginned, and the Department of Agriculture to publish additional estimates of unginned cotton, passed the Senate but failed in the House.

The Truth-in-Fabric bill (S. 799) received consideration in the Senate but failed to pass.

A number of bills for the purpose of stabilizing farm prices were considered but all failed of passage. The Gooding bill (S. 4478) providing for a wheat stabilization corporation with a capital stock of \$300,000,000 was reported from the Committee on Agriculture and Forestry to the Senate, and the Christopherson bill (H. R. 7735) was reported to the House from the Committee on Agriculture but neither was passed. S. 1915 by Mr. Norris, to provide for the purchase of farm products and sale of same in foreign countries was also reported out of Committee. Bills of a similar nature were introduced by Senator Ladd and by Representatives Sinclair, Knutson and Little but these were not reported out of Committee.

Bills to authorize the Secretary of Agriculture to establish uniform standards of classification, an inspection service, approved trading rules, a system of adjustment of disputes, etc., were introduced by Senator McNary and by Mr. Summers of Washington but these were not reported out of Committee.

A number of bills for the purpose of amending the Cotton Futures Act were introduced but none were passed.

A bill (S. 3880) to authorize the registration of certain seed was introduced by Senator Capper and a number of other bills for the purpose of regulating the sale of seed were introduced but were not reported out of Committee.

A bill to fix standards and grades for spring wheat was introduced by Mr. Steenerson and reported out of the Committee on Agriculture in the House but not passed.

A bill (S. 4281) to appropriate \$500,000 for the purchase of seed grain in the drought-striken area in eastern Washington passed the Senate but not the House.

A bill was introduced by Mr. Langley for the purchase and distribution of valuable seed but was not reported out of Committee. This item was omitted this year from the Agricultural Appropriation Act, for the first time.

PENNSYLVANIA BUREAU OF MARKETS INTERESTED IN FEDERAL HAY GRADES

G. A. Stuart, Grain Standardization Specialist, State Bureau of Markets, Harrisburg, Pa., is spending a few days in the Washington offices of the Federal Bureau of Agricultural Economics, acquainting himself with the details of the Federal grades for hay. The Pennsylvania Bureau of Markets is planning to assist farmers of the State in marketing a quality of hay which will conform to the new Federal standards.

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INTEREST IN COOPERATIVE EGG MARKETING GROWING IN MINNESOTA

Poultrymen in several Minnesota counties are becoming interested in marketing their eggs cooperatively, according to N. E. Chapman, Poultry Specialist of the University of Minnesota, St. Paul, Minn. From a cooperative creamery in one county 12 to 15 cases of eggs are being shipped each week to a special market in St. Paul. Prices ranging from one to fifteen cents a dozen more than the local market pays are being realized.

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GEORGE O. GATLIN LEAVES WASHINGTON

In order to give more attention to personal business, George O. Gatlin, Assistant in the Division of Agricultural Cooperation, Federal Bureau of Agricultural Economics, will be located in Murray, Ky., for the greater part of the year. However, he will assist the Federal Bureau in conducting certain studies with farmers' buying and selling associations in the Southern States.

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NAT C. MURRAY RESIGNS FEDERAL POSITION

Nat C. Murray, Chairman of the Crop Reporting Board, Federal Bureau of Agricultural Economics, resigned, effective March 31, to accept the position of statistician and crop reporter with a grain firm in Chicago, Ill. Mr. Murray was associated with the Department of Agriculture for nineteen years.

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COLORADO MARKETING DIRECTOR TO VISIT WASHINGTON

W. F. Allewelt, Director of the Division of Marketing, Fort Collins, Colo., will arrive in Washington, D. C., this week to confer with specialists of the Federal Bureau of Agricultural Economics regarding various phases of the marketing work in his State.

STATE AND FEDERAL
MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



March 28, 1923.

Vol. 3, No. 13.

RECENT MARKETING LEGISLATION IN SOUTH DAKOTA

A cooperative marketing act was passed by the South Dakota Legislature, during its recent session, which provides for the formation of cooperative associations "for the purpose of engaging in any activity in connection with the marketing or selling of the agricultural products of its members or with the harvesting, preserving, drying, processing, canning, packing, storing, handling, shipping, or utilization thereof, or the manufacturing or marketing of the by-products thereof; or in connection with the manufacturing, selling or supplying to its members of machinery, equipment or supplies, or the financing of the above enumerated activities."

Among the other marketing legislation passed is an act prohibiting the manufacture or sale of filled milk. There was also an amendment made to the laws relating to public warehouses.

A law was enacted relating to unfair discrimination in the buying of milk, cream, butter, butter-fat, or other dairy products. By this act it is deemed unlawful for any person or corporation operating in South Dakota and engaged in the business of buying the above-named products to intentionally injure or destroy the business or trade of a competitor or discriminate between different sections of the State by paying a higher price for dairy products in one section than in another, after due allowance has been made for the difference in grade or quality and in the actual transportation costs.

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STATE MARKETING OFFICIALS TO HOLD MEETING IN WASHINGTON, D. C.

The annual meeting of the executive committee of the National Association of State Marketing Officials will be held in Washington, D. C., April 16 and 17, in the offices of the Federal Bureau of Agricultural Economics. The conference will take the form of round-table discussions of matters of general interest to the States, particularly in reference to shipping-point inspection, market reporting, city marketing, and the standardization of fruits and vegetables.

Efforts are being made to arrange for a conference on April 18, between the State Marketing Officials and a committee of the National League of Commission Merchants to discuss the possibility of standardizing the practices to be followed in the commission trade in the handling of fruits and vegetables.

SECOND NATIONAL RADIO CONFERENCE MAKES SPECIFIC RECOMMENDATIONS

The second radio conference, held in Washington, D. C., last week, at the call of the Secretary of Commerce, resulted in specific recommendations being made to the Department of Commerce in regard to the regulation of radio communication.

One of the chief recommendations made was that broadcasting stations be assigned to two classes, namely, Class "A," and Class "B." Stations falling within Class "A" would be practically unlimited as to power, but limited as to number. Such stations would be assigned wave lengths ranging from 286 to 545 meters. Class "B" stations would be unlimited in number, but limited in power. The wave lengths for these stations would range from 286 meters down to 222 meters.

It was the consensus of opinion that the radio law of 1912 gave the Department of Commerce ample power to assign wave lengths and operating hours, and to deal with problems of interference.

The conference was attended by representatives from six government departments, the National Radio Chamber of Commerce, the American Telephone and Telegraph Company, educational institutions, amateur radio organizations and the press. W. A. Wheeler of the Bureau of Agricultural Economics, represented the United States Department of Agriculture at the conference.

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NEW JERSEY EGGS ATTAIN HIGH PLACE ON NEW YORK CITY MARKET

By advertising a carefully graded and packed product the Atlantic Coast Poultry Producers' Association, formerly the New Jersey Poultry Producers' Association, has been able to convince consumers of New York City of the superior quality of day-old eggs, as compared with eggs shipped from the far western States. According to the New Jersey Bureau of Markets, Trenton, N. J., the association has commanded a premium of 6 2/3 cents per dozen over Pacific Coast eggs during the last six months of 1922.

The association has control of the products of nearly 250,000 laying hens owned by several hundred commercial poultrymen in New Jersey and adjacent territory. The average cost to members in maintaining the association and selling their eggs has been three cents a dozen during the six months ending December 31, 1922.

Dr. Frank App, a joint representative of the New Jersey Bureau of Markets and the State Federation of County Boards of Agriculture, is secretary of the association.

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NEBRASKA TO ABOLISH ITS MARKET-REPORTING SERVICE

In reorganizing the work of the State Department of Agriculture, Lincoln, Nebr., the market-reporting work of the State Marketing Bureau is to be abolished. Effective May 1, the leased-wire service operated by the Federal Bureau of Agricultural Economics will be discontinued to Lincoln.

SECOND FEDERAL HAY-INSPECTORS' SCHOOL HAS GOOD ATTENDANCE

Fifteen men completed the two-weeks course in hay grading given by the Federal Bureau of Agricultural Economics at Auburn, N. Y. Included in this number were hay buyers, a hay presser, retired farmers, a farm bureau representative and two professors, one from Cornell University and one from Syracuse University. A number of producers and dealers attended the school for one or two days to learn what they could of the Federal hay grades in that time.

At an open meeting held near the close of the school, to which all persons interested in hay marketing were invited, the Federal grades for hay were explained and demonstrated by specialists from the Federal Bureau. Approximately sixty producers from all parts of central New York attended. Professor J. H. Barron, Extension Professor of Field Crops, Cornell University, discussed hay-production problems. Short talks on various phases of the hay marketing situation were given by H. D. Phillips, Chief of the Bureau of Markets and Storage, State Department of Farms and Markets, Professor H. B. Hartwig of Syracuse University, and L. A. Dalton, Specialist in Agronomy, Cornell University.

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NEW MARKETING LEGISLATION IN MONTANA

The Montana Legislature, during its recent session, enacted several pieces of legislation pertaining to marketing matters. Each cooperative association operating in the State is now required to make an annual report to the Commissioner of Agriculture showing, among other things, its business operations, expenses, volume of business transacted, amount of indebtedness or liability and its balance sheets.

Another act relates to farm storage warehouses for grain. Provision is made for the storage, measuring, inspection, grading and insurance of grain, for the appointment of farm warehouse inspectors and for the issuance of negotiable warehouse certificates. A revision of the laws relating to public grain warehouses was also made.

The sale of filled milk is prohibited under the terms of one of the new laws.

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DAIRY AND POULTRY MARKETING SURVEYS TO BE MADE IN THREE STATES

The Experiment Station of the University of Arkansas, Fayetteville, Ark., and the Department of Marketing and Rural Finance, North Dakota Agricultural College, Agricultural College, N. D., are interested in making surveys of the dairy marketing situation in their States and have requested the assistance of the Federal Bureau of Agricultural Economics. As yet no definite arrangements have been completed.

The Virginia Division of Markets, Richmond, Va., is preparing to make a poultry-marketing study in the near future.

MODERN EQUIPMENT BEING INSTALLED IN GOVERNMENT-OWNED MARKET

A special study of modern market stalls was made by C. W. Kitchen, Superintendent of Center Market, Washington, D. C., during a recent tour of the public markets in New York City, Newark, N. J., Pittsburgh, Pa., and Cleveland and Toledo, Ohio. In the year in which the Government has been operating Center Market many changes in the sanitary conditions of the market have been made, including the erection of model stands for use in displaying foodstuffs. Specially designed stands embodying many original features have been constructed for displaying fish and poultry on ice and under glass. Sanitary fruit and vegetable stalls have also been erected. Plans are now under way to construct four stands for the display of bakery products under glass.

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PLANS FOR COOPERATIVE MARKETING GIVEN IN NEW KENTUCKY BULLETIN

"Plans for Cooperative Marketing" is the subject of Circular No. 134, recently published by the Extension Division of the University of Kentucky, Lexington, Ky. The circular discusses briefly the purposes of cooperative marketing, when cooperative marketing is advisable, and the method to use in organizing a cooperative association. Included in the circular are suggested articles of incorporation, by-laws and contracts which have been prepared with special reference to the cooperative marketing act of Kentucky. O. B. Jesness, Chief of the Section of Markets, State Extension Service, is author of the publication.

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LIVE-STOCK MARKET REPORTING TO BE CURTAILED IN MISSOURI

Owing to decreased appropriations for the Missouri State Marketing Bureau, Jefferson City, Mo., for the coming biennial period, the State Bureau on April 1 will cease to cooperate with the Federal Bureau of Agricultural Economics in the operation of the live-stock market reporting service at St. Joseph, Mo. For the time being the Federal Bureau will furnish limited reports from the St. Joseph station. The future operation of the service has not been definitely decided as yet.

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ALABAMA MARKETS SUPERVISOR APPOINTED

N. H. Brown has been appointed Supervisor of the Markets Division of the State Department of Agriculture and Industries, Montgomery, Ala., in place of P. R. Pettis, as previously announced. Mr. Brown was formerly a county agent in Alabama. He is a graduate of the Mississippi Agricultural and Mechanical College, and has given special attention to agricultural problems of Alabama.

VIRGINIA MARKETING SPECIALIST STUDIES LIVE-STOCK MARKETING IN WEST

Some of the methods used in marketing live stock and wool in several of the central and middle-western States are discussed by W. P. Saddler, Live-Stock and Wool Marketing Specialist, Virginia Division of Markets, Richmond, Va., in the report of his recent trip to that section. The operations of the cooperative live-stock shipping associations were given special attention. Some of the principal terminal markets for live stock were also studied. A table is given showing comparative receipts and commission charges at several Eastern markets and principal markets of the West, based on 1921 figures.

The pooling methods used by some of the cooperative wool marketing associations were investigated during Mr. Saddler's visit to points in Illinois, Missouri, Nebraska, Iowa, Minnesota, and Ohio.

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FLORIDA'S EXCHANGE SERVICE OF VALUE TO FARMERS

The Florida Marketing Bureau, Jacksonville, Fla., estimates that more than \$4,000,000 worth of farm products are sold annually through the For Sale, Want and Exchange Bulletin, published semi-monthly by the Bureau. Over 6,000 persons advertised in the bulletin during the year, the mailing list for which includes 14,300 names.

In addition to this service, the Marketing Bureau at all times assists farmers in finding satisfactory markets. During the past year the Bureau has found sales for more than 50 different varieties of products in carload lots, 100 varieties in quantities less than carlot, and has secured prices, given quotations and arranged purchases for farmers and others on more than 170 different kinds of articles and supplies.

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COOPERATIVE MARKETING PROGRESSES IN NEW MEXICO

C. A. McNabb, Extension Agent in Marketing, New Mexico College of Agriculture, State College, N. Mex., has been discussing with various groups of farmers some of the advantages in cooperation. Dairy and poultry farmers in eastern New Mexico are contemplating the establishment of a co-operative cream, egg and poultry marketing association, with a plant at Clovis, N. Mex., for the collection, manufacture, storage and shipment in carlots, to the larger consuming centers.

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CALIFORNIA'S STANDARDIZATION CHIEF RESIGNS

L. J. Weishaar, Chief of the Bureau of Standardization, California Department of Agriculture, Sacramento, Calif., has tendered his resignation, effective about May 1, to accept a position with a commercial firm.

MARKETING NEEDS OF HAWAIIAN FARMERS

The need of Hawaiian farmers, according to the Extension Letter, published by the University of Hawaii, Honolulu, T. H., "is not a government market place where goods can be dumped after being produced, but an agency through which information about current prices and market conditions can be obtained." The Extension Service is advocating the establishment of a county agent system whereby "farmers will be helped to help themselves." It is suggested that through county agents farmers of the Islands can obtain information regarding prices, market conditions, methods of grading, packing and shipping their farm products.

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DEPARTMENT'S COTTON STATISTICIAN FOR TEXAS DIES SUDDENLY

Colonel F. N. Gray, Cotton Statistician of the United States Department of Agriculture for Texas, died suddenly on March 25 while on his way to greet the Secretary of Agriculture, then in Houston. In 1910, Colonel Gray commenced his service as Field Agent of the Bureau of Statistics, now the Division of Crop and Live-Stock Estimates, Bureau of Agricultural Economics. In recent years he devoted himself entirely to preparing estimates of the cotton crop of Texas and his accuracy in forecasting the production of the crop for that State was remarkable.

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PROFESSOR OF MARKETING IN VIRGINIA VISITS FEDERAL BUREAU

Gustav P. Warber, Specialist in Economics and Marketing, Virginia Polytechnic Institute, Blacksburg, Va., was in Washington one day last week conferring with specialists of the Federal Bureau of Agricultural Economics in connection with the course in marketing which he is giving this year.

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MARKET GRADES OF EGGS DISCUSSED IN RHODE ISLAND BULLETIN

The grading of eggs for markets is discussed in Bulletin No. 21, "Rhode Island Poultry Pointers" recently published by the Extension Service of the Rhode Island State College, Kingston, R. I. A few of the main points to be considered in marketing eggs are listed.

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NEW BULLETIN ON HAY MARKETING PUBLISHED IN COLORADO

"Methods of Handling Hay in Colorado" is the subject of bulletin No. 281 just published by the Experiment Station of the Colorado Agricultural College, Fort Collins, Colo. It explains how the hay crop should be harvested in order to have a high market value.

STATE AND FEDERAL
MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 4, 1923.

Vol. 3, No. 14.

IMPORTANT NEW MARKETING LEGISLATION IN THE STATE OF WASHINGTON

Several new laws relating to marketing, and several amendments to existing laws, were enacted by the Washington State Legislature during its recent session. An act for the licensing and regulating of commission houses was passed. All licensed commission houses, by the terms of the act, are required, among other things, to give bonds and to keep accurate books, open and subject to the inspection of the State Director of Agriculture and to any consignor as to entries concerning his own consignment.

Provision was made for a loan of \$250,000, or rather its equivalent in seed wheat, to farmers in the drought-stricken region of Eastern Washington.

Several changes were made by the legislature in the laws the administration of which is with the hay and grain section of the State Department of Agriculture. One new provision permits of the making of grades for hay to meet the local conditions, differing from the Federal grades and applicable to hay produced in the State and sold only within the State for local use.

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Slight amendments were made to the laws relating to warehouses. One provision is to the effect that warehouses which have given bonds under the Federal warehouse act will not be required to give a similar bond under the State law.

The legislature also passed an act forbidding the manufacture or sale of any milk or imitation butter containing vegetable fats, and consisting in part of milk or milk products. This was a bill demanded by the dairy interests and is directed against various forms of butter substitutes and also evaporated milk, the basis of which is skim milk with vegetable fats substituted for the original butter fat contained in the whole milk.

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OKLAHOMA STATE MARKET COMMISSION AGAIN IN OPERATION

The Oklahoma State Market Commission, Oklahoma City, is again in operation as a department of the State Board of Agriculture. Ed. C. Dustin who was secretary of the Commission at the time its operations were suspended over a year ago because of lack of appropriations, is again in charge of the work of the Commission. Mr. Dustin announces that the monthly "Marketing Bulletin" will be revived, and the first number will appear about April 20.

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COTTON CLASSING SCHOOLS TO BE HELD FOR FARMERS

Opportunity will be given cotton growers of Arkansas to learn the true value of their cotton by means of a series of short courses in cotton classing to be given by the Arkansas Cotton Growers' Cooperative Association, Little Rock, Ark., commencing April 23, and continuing throughout the summer. The courses, which will last ten days, will consist of lectures and laboratory work in the grading and stapling of cotton. In connection with the practical grading work, lectures will be given on warehousing, including warehouse receipts and cotton insurance; classing; accounting; financing, with details as to how advances are made on cotton and how the product is financed on its way from the farm to the mill; transportation; cooperative marketing; cotton varieties, including the relation of the cotton variety to the market value of cotton; and discussions on the contract selling of cotton.

The Extension Service of the University of Arkansas, Fayetteville, Ark., and the Federal Bureau of Agricultural Economics, will assist in the instruction and lecture work. G. S. Meloy, Investigator in Cotton Marketing, Federal Bureau, has been invited to deliver lectures during some of the courses. E. A. Hodson, Agent in Cotton Marketing Demonstrations, Arkansas Extension Service, has also arranged to speak at several of the class meetings.

Similar schools, lasting but two or three days, are also being conducted by the Oklahoma Cotton Growers' Association, Oklahoma City. Expert instruction in cotton classing is given the farmers in an effort to acquaint them with the actual quality value of their crop.

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ESSENTIALS FOR COOPERATIVE MARKETING LISTED BY TEXAS SPECIALIST

Eight of the essentials necessary to the successful operation of farmers' cooperative marketing organizations are listed by W. B. Lanham, Assistant Director of Extension Service, Agricultural and Mechanical College of Texas, College Station, Tex., in a recent issue of the Extension Service Farm News. The existence of an absolute need for a cooperative organization is given as the first underlying principle. The other fundamentals are listed in the following order: loyalty of members, adequate finances, control of a large per cent of the product, provisions to care for surplus at time of harvest or excess supply, standardized products, efficient management, and field service or advertisement.

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COSTS OF MARKETING CATTLE IN CORN-BELT STATES SET FORTH IN REPORT

A preliminary report entitled "Cost of Marketing Cattle in the Corn Belt - 1921" has just been issued by the Federal Bureau of Agricultural Economics. This report sets forth some of the partial results of the tabulation of data collected from 237 cooperative live-stock shipping associations.

COMPLETES TWO-YEAR STUDY OF LIVE-STOCK INDUSTRY IN ARGENTINA

D. S. Bullock, Argentine representative of the Federal Bureau of Agricultural Economics, has just returned from a two-years study of the agricultural and live-stock industry of that country. Mr. Bullock states that the Argentina cattle industry is in a demoralized condition as a result of over production due to high prices during the war. American breeders are advised that there is now no market in that country for pure-bred live stock other than for dairy cattle and hogs.

"The present depression has been gradually becoming more and more acute during the past two years following seven years of high prices and unprecedented prosperity," Mr. Bullock says. "Since cattle raising is the most important industry in Argentina, the cattle crisis has become a political issue and bills are now before the Argentina Congress to regulate more closely the packing houses and auction markets to prevent combinations in restraint of trade, and finally to establish a Government-owned packing house.

"Although cattle prices were approximately \$5 per 100 pounds lower in Argentina than in Chicago, export figures show only small exports to the United States. With the present tariff of three cents per pound and relatively high ocean freight rates it does not seem probable that Argentine beef can compete in United States markets," Mr. Bullock says.

Mr. Bullock also spent three and one-half months in Peru where he made a special study of the live-stock industry. He expects to spend the next three months in Washington in writing up his reports.

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CHART SHOWS COMPARISON OF COTTON PRICES IN ARKANSAS

A chart showing the monthly average of cotton prices in Arkansas for the period, September to December, 1922, has been prepared by E. A. Hodson, Agent in Cotton Marketing Demonstrations, Extension Service, University of Arkansas, Fayetteville, Ark., and published in the March number of the Extension Cooperator. Different lines on the chart represent the price received by the Arkansas Cotton Growers' Cooperative Association, the average f.o.b. price of cotton at country points, and the average price farmers received for cotton during the period shown.

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FEED MARKET REPORTING SERVICE FOR NEW YORK STATE TO START THIS WEEK

The State-Federal market-reporting service on feedstuffs for New York State will be inaugurated this week by the Bureau of Markets and Storage of the State Department of Farms and Markets, Albany, N. Y., with the cooperation of the Federal Bureau of Agricultural Economics. Weekly reports will be issued each Saturday showing the trend of the principal feed markets of the country, and prices for grain, feed, hay and other commodities.

COOPERATIVE MARKETING LAWS PASSED IN MAINE AND OKLAHOMA

A cooperative marketing act has been passed by the Maine Legislature, just adjourned, and was signed by the governor of the State on March 23. The new law provides for the formation of non-profit, cooperative associations, with or without capital stock, for the purpose of encouraging the orderly marketing of agricultural products through cooperation. Potato growers of Maine have been awaiting the passage of the act before perfecting the final organization plans for incorporation of the thirty-one district potato growers' associations into the Maine Potato Growers' Exchange.

A similar law has also been enacted in Oklahoma. The new act amends the cooperative marketing act passed by the Oklahoma Legislature in 1917.

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WOOL GROWERS OF MARYLAND PLAN A STATE-WIDE POOL

The Maryland Sheep and Wool Growers' Association is planning to expand its wool-marketing activities this season, according to the Extension Division of the University of Maryland, College Park, Md. In past years the wool has been centralized at local points and either sold locally or consigned to nearby markets. It is the plan of the association to combine the various local organizations for the purpose of securing the advantages of large-scale operations through the handling of a greater volume of wool. Ten counties of the State have agreed to cooperate in the centralized marketing plan.

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FEDERAL RYE GRADES PROMULGATED

Grades for rye, effective July 1, 1923, have been announced by the Secretary of Agriculture, under the authority of the United States grain standards act. Rye is defined as any grain which before the removal of dockage consists of 50 per cent or more of rye, and when free from dockage contains not more than 10 per cent of cereal grain of a kind or kinds other than rye. Five grades are provided for under the regulations.

Copies of the grades may be obtained upon request from the Federal Bureau of Agricultural Economics.

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GRAIN CLEANING EXPLAINED TO NORTH DAKOTA AGRICULTURAL STUDENTS

Students of the North Dakota Agricultural College, Agricultural College, N. D., recently were given an opportunity to obtain first-hand information relative to the approved methods of grain cleaning. R. H. Black, in charge of the grain cleaning investigations at Minneapolis, for the Federal Bureau of Agricultural Economics, spent several days at the College, lecturing on grain-cleaning work.

COOPERATIVE ASSOCIATION APPRECIATES STATE ASSISTANCE

Resolutions were adopted at the recent annual meeting of the New Jersey Fruit Growers' Cooperative Association in appreciation of the assistance which the State Bureau of Markets, Trenton, N. J. gave the association in matters pertaining to organization, inspection, accounting and survey work. During the 1922 shipping season the association handled nearly 149,500 bushels of peaches and 17,500 bushels of summer apples for its members. Plans are being made to handle a larger amount of fruit during the 1923 season. Through the efforts of the organization last year, prices of peaches in the Philadelphia market were stabilized.

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PAPERS ON THE ECONOMICS OF MARKETING

Several of the papers read at the annual meeting of the American Farm Economic Association in Chicago last December, are reprinted in the January number of the Journal of Farm Economics, the quarterly publication of the Association. The following are of interest from a marketing standpoint: "The Farmers' Influence Over Prices," by B. H. Hibbard, Professor of Agricultural Economics, University of Wisconsin; "Controlling Agricultural Output," by H. A. Wallace, Editor of "Wallace's Farmer;" and "The Use of Crop Reports by Farmers," by L. M. Estabrook, Associate Chief, Federal Bureau of Agricultural Economics.

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NORTH CAROLINA FARMERS INTERESTED IN CURB MARKETS

In preparation for the opening of the curb markets in Fayetteville, N. C., Gorrell Shumaker, Acting Chief of the Division of Markets, Raleigh, N. C., recently met with a number of farmers in that vicinity to discuss standard grades for farm produce and to demonstrate the market requirements for the preparation of various commodities. Mr. Shumaker prepared a set of standard city-market ordinances for the use of the curb-market patrons. The Fayetteville curb-market enterprise was started last year and is reported to be very successful.

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WOOL-POOLING CAMPAIGN BEING WAGED IN VIRGINIA

The Virginia Sheep and Wool Growers' Cooperative Association, Inc., has announced that it will not attempt to market the wool of its members this year unless growers sign contracts agreeing to deliver not less than 40,000 fleeces to the association's pool. According to the State Division of Markets, Richmond, Va., a campaign is now being waged for membership and the signing of contracts specifying the number of fleeces to be pooled. To date, 25,000 fleeces have been promised.

NORTH CAROLINA PEACH SHIPMENTS SHOW INCREASE IN FOUR-YEAR PERIOD

Shipments of North Carolina peaches have shown a rapid increase during the past four years, according to figures compiled by Gorrell Shumaker, Acting Chief of the Division of Markets, Raleigh, N. C. The total movement of this crop in 1919 was 77 cars, in 1920 it was 355 cars; in 1921 it was 594 cars, and in 1922 it advanced to 1,452 cars. Mr. Shumaker states that most of the orchards are still young and for that reason the shipments of peaches may be expected to increase for several years to come. Growers in the peach district have ventured to predict that the 1923 shipments will at least double the shipments of 1922.

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MARKETING SUBJECTS CONSIDERED AT FARM BUSINESS SCHOOLS

In connection with the farm-business schools being held in Minnesota by the farm-management specialists of the University of Minnesota, St. Paul, some attention is being given to marketing problems. General discussions are entered into with reference to improving the markets, to cutting costs, and to considering how much of a given crop it is advisable to raise.

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ANNUAL REPORT OF FLORIDA STATE MARKETING BUREAU JUST ISSUED

A complete review of the work of the Florida State Marketing Bureau, Jacksonville, Fla., is contained in the report just issued for the period from July 1, 1921, to January 1, 1923. The Bureau, organized in 1917, has done much to assist the Florida farmers in marketing their perishable products in a more orderly manner.

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NEW DIRECTOR OF NEW YORK TRAFFIC BUREAU APPOINTED

Francis W. Brown is the new director of the Traffic Bureau of the State Department of Farms and Markets, Albany, N. Y. The "Traffic Farm News," the official organ of the Bureau, will be issued at irregular intervals hereafter, instead of once a month.

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MISUSE OF MICHIGAN APPLE GRADES BEING INVESTIGATED

Inspectors of the Michigan State Department of Agriculture, Lansing, Mich., are conducting a state-wide investigation of alleged misuse of the State apple grades. One firm has been charged with selling apples wrongly labeled as to variety.

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STATE AND FEDERAL MARKETING ACTIVITIES

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STANDARD APPLE BOX AND APPLE GRADES ESTABLISHED IN MONTANA

A standard size apple box was established by the Montana Legislature during its recent session, which is proclaimed as the official standard of the State. The dimensions of the box, when measured without distention of its parts, are designated as follows: Depth of end, 10-1/2 inches; width of end, 11-1/2 inches; length of box, 18 inches inside measurements; and must represent as nearly as possible 2,173-1/2 cubic inches.

The act also requires that the box when packed and offered for sale shall bear upon its label and in plain figures the approximate number of apples in the box, which shall be within five apples of the true count of the number of the type of pack used in the box; also in plain letters the name of the firm or organization which shall have first packed the box. The name of the locality where the apples were grown, the correct name of the variety of apples contained in the box, and the grade of the fruit must be clearly shown on the package.

Five grades for apples were also established by the State Legislature. These are to be known as: Extra Fancy, Fancy, C Grade, Combination Grade, and Orchard Run. The requirements of each grade are clearly specified in the act. The Division of Horticulture of the State Department of Agriculture, Missoula, Mont., will supervise the enforcement of these new laws.

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SURVEY OF POULTRY INDUSTRY IN NEW HAMPSHIRE BEING MADE

In an effort to secure complete and up-to-date information relative to the marketing of New Hampshire poultry, the State Bureau of Markets, Concord, N. H. has sent over 1,200 questionnaires to poultrymen of the State. The specific information called for in the questionnaire includes: breed and number of birds in flock; the markets where broilers, chickens, fowls and eggs are sold; price returns by semi-monthly periods; and whether or not returns have been fair when general market conditions have been taken into consideration.

The information when completely tabulated will assist the Bureau in answering many local marketing problems. It will furnish an interesting summary of averages so that poultrymen of the State will know whether or not they are receiving average prices for their products.

ADDITIONAL MARKETING COURSES PLANNED BY TEXAS AGRICULTURAL COLLEGE

Effective September, 1924, the Agricultural and Mechanical College of Texas, College Station, Tex., will require senior students, specializing in Agricultural Administration, to take a course in Marketing. This course will cover the economic basis of marketing. Consideration will be given to the various services in the process of marketing, such as, grading and standardizing, packaging, processing, transporting, storing, financing and distributing farm products. Other features to be studied are the essentials of success; fundamentals of cooperative marketing, marketing methods and marketing agencies; the market and price making; weaknesses in present marketing system; organization as the basis of improvement; future trading; government authority in relation to marketing; and marketing by federation.

Senior electives in the field of agricultural economics will include: auditing, historical development of agricultural economics, ranch economics, advanced statistics, agricultural finance, transportation, cooperative accounting systems, and advanced marketing problems. Students taking the latter course will be required to make an intensive study of some current marketing problem. Field work will be required in connection with this course.

In the study of cooperative accounting, attention will be given to special features of accounting for various types of cooperative organizations. An analysis must be made of the accounting systems devised and recommended by government agencies and farmer organizations. Each student will be required to devise a system for some cooperative organization in which he is interested.

A graduate course in marketing problems will also be offered. A paper, based on original research along some specific problem in the marketing of non-perishable, semi-perishable or perishable agricultural products will be required.

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STRAWBERRY GROWERS OF TENNESSEE TO COOPERATE IN MARKETING FRUIT

Strawberry growers in the Chattanooga district of Tennessee have adopted plans for organizing a district association for the marketing of their crop. At a recent meeting, C. E. Brehm, Assistant Director of Extension, and R. J. Morgan, Organization Specialist, University of Tennessee, Knoxville, Tenn., explained to the growers the fundamentals of cooperative marketing and the necessity of placing a quality pack on the markets.

Plans are also under way to form a State-wide marketing association which will federate the many small local associations now in existence. It is estimated that the three chief producing centers of the State, known as the West Tennessee, Middle Tennessee and East Tennessee district, produce annually 2,700 cars of strawberries. It is the opinion of the marketing specialists that a material saving will result by having a State-wide organization which will study the market needs and conditions before any of the fruit is offered for sale.

COTTON HEARINGS SCHEDULED AT IMPORTANT MARKETS

At the invitation of Dr. H. C. Taylor, Chief of the Federal Bureau of Agricultural Economics, representatives of cotton growers', shippers', and spinners' organizations met in Washington, D. C., April 9 and 10, to consider the tentative regulations of the Secretary of Agriculture under the United States Cotton Standards Act. A series of hearings will also be conducted in the principal spot markets of the country in order that a fuller discussion of the regulations, as drafted, may be entered into. The hearings are tentatively scheduled as follows: Norfolk, Va., April 23; Charlotte, N. C., April 24; Augusta, Ga., April 25; Savannah, Ga., April 27; Atlanta, Ga., April 28; Montgomery, Ala., April 30; New Orleans, La., May 1; Houston, Tex., May 2; Dallas, Tex., May 3; Little Rock, Ark., May 4; and Memphis, Tenn., May 5.

It is probable that subsequent hearings will be held in New York City and Boston, before the Secretary of Agriculture issues the regulations in final form.

Lloyd S. Tenny, Assistant Chief, and W. R. Meadows, in charge of the Division of Cotton Marketing, Federal Bureau of Agricultural Economics, will conduct the hearings.

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RADIO MARKET-NEWS SERVICE PLANNED FOR SOUTH CAROLINA

A radio broadcasting station has been erected by the Clemson Agricultural College, Clemson College, S. C., by means of which it is planned to give the people of South Carolina a comprehensive market-reporting service. In order to develop this service to the fullest extent, F. L. Harkey, Chief of the Division of Markets, and D. W. Watkins, Assistant Director of Extension, are in Washington this week consulting with specialists of the Federal Bureau of Agricultural Economics in regard to the Federal marketing reports which would be available for South Carolina. The State representatives are desirous, if possible, to have a drop of the Government's leased wire system installed at Clemson College over which daily market reports and other information could be obtained.

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POULTRY AND SIRUP PRODUCERS OF ALABAMA CONTEMPLATE COOPERATION

Specialists of the Extension Service of the Alabama Polytechnic Institute, Auburn, Ala., are assisting in making a survey of the conditions in that State for the marketing of poultry and eggs, and sirup, in order to determine the practicability of forming cooperative associations for the handling of these products. Plans are already under way to organize the sirup producers for cooperative marketing purposes. Alabama, as one of the leading producers of sugar-cane sirup, has not made much effort to standardize the product. From a marketing standpoint, much of the sirup produced is worthless because of lack of uniformity in quality and package. Effort will be made to acquaint the sirup producers with the need of a carefully standardized product.

MARKETING COURSES ARRANGED FOR GEORGIA STUDENTS

The Georgia State College of Agriculture, Athens, Ga., in arranging its curriculum for the year 1923-24, has included several courses in marketing and allied subjects. General courses will be given in agricultural economics, farm management, and marketing. In the marketing course a general survey will be made of market conditions and general factors that will have to be considered in securing good prices for farm crops. Specific courses will be given in types and marketing classes of live stock, and in the marketing of live stock. The latter course will include a study of live stock products, advertising and selling pedigreed live stock, freight and insurance rates in transit, liability of carrier and shipper, trade terms and practices, sales methods, and the cooperative methods of live-stock shipping and selling associations. Students will also have an opportunity to study the harvesting, storing and marketing of small fruits, and the approved methods of marketing poultry. A course in marketing is also offered under the Commerce group, which will deal with the general methods of marketing and merchandising in domestic trade.

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NEW HAMPSHIRE'S WEEKLY MARKET BULLETIN INCREASED IN SIZE

The "Weekly Market Bulletin," published by the New Hampshire Bureau of Markets, Concord, N. H., in starting its third year of service, the first of April, appears in a new and enlarged form. The first sheet of the Bulletin is printed, but the second sheet, carrying the range of prices received by wholesalers and growers for certain agricultural products at five principal cities, is still prepared on the power writerpress.

The aim of the Weekly Market Bulletin is to furnish information on marketing, to quote prices paid by retailers for home-grown produce, and to aid both the consumer and the producer in reducing the cost of distribution by direct marketing through the columns of the Exchange List. Officials of the State Bureau of Markets hope to increase the value of the weekly periodical through the wider scope of market news which the increased size of the paper will make possible.

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APPROPRIATION FOR STATE MARKETING WORK IN MISSOURI DECREASED

The appropriation for the work of the Missouri State Marketing Bureau, Jefferson City, Mo., for the 1923-24 period was decreased by the recent State Legislature to \$118,000. This amount as compared with the \$170,250 appropriated for the previous two-year period shows a decrease of \$52,250. Because of the cut in appropriation, the State Marketing Bureau has found it necessary to discontinue its cooperative market-reporting work with the Federal Bureau of Agricultural Economics.

The State Legislature, however, increased the appropriation for the cooperative crop-reporting work of the State Board of Agriculture, from \$7,500 for the years 1921-22, to \$10,000 for the 1923-24 period.

TRUCK GROWERS OF MISSISSIPPI FORM STATE-WIDE ASSOCIATION

Truck growers of Mississippi, with the assistance of the Mississippi Agricultural and Mechanical College, and the State Farm Bureau are organizing a State-wide association through which all the produce of members will be marketed. This organization, to be known as the Mississippi Farm Bureau Truck Association, Inc., with headquarters at Jackson, Miss., is the out-growth of the old Mississippi Truck Growers, Inc., which for the past two years has been serving as the selling agency for nineteen local associations throughout the State. The new federation expects to have at least thirty affiliated associations with a combined output of fully 2,000 carloads of perishable products. Forty-four towns in the State have been designated as shipping points.

The State Agricultural and Mechanical College is planning to assist the new association in its grading and inspection work. Rigid inspection of every car of produce loaded is planned in order to insure a high-grade pack. Growers will be instructed, by means of demonstrations, in the approved methods of grading and packing their fruits and vegetables. All produce shipped by the association will bear the association's label known as the "Magnolia Brand."

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NEW MEXICO POULTRYMEN TO ORGANIZE A MARKETING ASSOCIATION

Poultrymen in Grant County, N. Mex., are endeavoring to organize a county-wide cooperative poultry and egg marketing association, according to C. A. McNabb, Extension Agent in Marketing, State College, N. Mex., who recently assisted the organization committee to draw up a set of by-laws and a contract for such an association. A survey revealed the fact that farmers in this county produce about 150 cases of eggs a week, but that the chief consuming centers, the mining communities, depend almost entirely on eggs and poultry supplied from points outside of Grant County. The possibilities of developing a profitable poultry industry have been made apparent to the leading farmers of the county who are enthusiastic over the prospect of a strong marketing association.

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POTATO-GRADING RULES IN WISCONSIN BEING ENFORCED

Alleged violations of the potato-grading regulations in Wisconsin are being investigated by the State Department of Markets, Madison, Wis., charged with the enforcement of the potato-grading rules. The Department of Markets has been tolerant in many cases, but because some shippers have been prone to take advantage of this and have become lax in their grading, more stringent enforcement has been deemed necessary. The officials of the State Department are now starting prosecution of several violators. Wisconsin shippers are being urged to see that every car of potatoes shipped is graded and tagged in accordance with the State and Federal regulations.

SOUTHERN STATES INTERESTED IN SHIPPING-POINT INSPECTION

In the interests of shipping-point inspection for fruits and vegetables, F. G. Robb, Specialist in Shipping-Point Inspection, and H. W. Samson, Specialist in Standardization, Federal Bureau of Agricultural Economics, are visiting points in Virginia, North Carolina, South Carolina, Georgia and Florida. Conferences are being held with State marketing officials, growers, shippers and dealers who are interested in arranging for shipping-point inspection in the South.

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COOPERATIVE MARKETING PROGRESSES IN TENNESSEE

Tennessee farmers are becoming more and more interested in the cooperative method of marketing their produce. In 1922 extension workers of the University of Tennessee, Knoxville, Tenn., assisted 52 cooperative marketing associations of the State in selling approximately \$1,170,660 worth of products, including wool, live stock, poultry, eggs, dairy products, cotton, potatoes and strawberries.

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CREAM GRADING PROFITABLE IN KANSAS

The cream-grading campaign which is being conducted cooperatively by the dairy department of the Kansas State Agricultural College, Manhattan, Kans., the State Dairy Commission, and the Kansas Creamerymen's Association, is already bringing results. Both producers and buyers of cream in Kansas are welcoming the new method of grading and buying cream on a quality basis. Creameries have agreed to pay a premium for grade "A" cream.

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TENNESSEE FARMERS MARKET MILK THROUGH CHEESE FACTORIES

Three cheese factories have been established in Tennessee since the first of the year, according to G. N. Tobey, Cheese Specialist, University of Tennessee, Knoxville, Tenn. This makes a total of 16 factories in the State, which furnish a ready market for the surplus milk from near-by farms. Farmers are finding this method of disposing of their milk very satisfactory.

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THREE MARKET-NEWS STATIONS ON STRAWBERRIES TO BE OPENED SOON

Temporary field stations for the issuing of market reports on strawberries probably will be opened on the following dates by the Federal Bureau of Agricultural Economics: Chadburn, N. C., April 23; and Judsonia, Ark., and Ripley, Tenn., May 1.

STATE AND FEDERAL
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STATE MARKETING OFFICIALS CONSIDER MANY PHASES OF MARKETING WORK

The two-day meeting of the executive committee of the National Association of State Marketing Officials, held in the offices of the Federal Bureau of Agricultural Economics, Washington, D. C., April 16 and 17, was opened by Dr. H. C. Taylor, Chief of the Bureau, who explained the organization of the Federal Bureau and how the national marketing work is coordinated with State activities. He particularly stressed the need for well-trained men to take up marketing work.

The conference took the form of round-table discussions, led by specialists of the Federal Bureau. W. F. Callander, In Charge, Crop and Live-Stock Reports, explained the live-stock estimating work, from the standpoint of the expansion of the present service to include more commercial information. Shipping-point inspection, with particular reference to the issuance of joint certificates, and the standardization of fruits and vegetables, were discussed by W. A. Sherman, Specialist In Charge, Fruit and Vegetable Division. The service which the United States Department of Agriculture renders through its various publications was explained by J. Clyde Marquis, Director of Information. W. A. Schoenfeld, Director of Research, told of some of the city-marketing investigations now being conducted cooperatively in several large cities by State and Federal agencies. A discussion of radio-market reporting was led by J. C. Gilbert, Specialist in Market Extension.

The operation of the United States Warehouse Act was discussed by H. S. Yohe, In Charge, Warehouse Division, and V. N. Valgren, In Charge, Division of Agricultural Finance, reviewed the new agricultural credits act passed by the last Congress. The Federal cooperative marketing bill (Capper-Volstead Act) was analyzed by L. S. Hulbert.

The following State representatives attended the conference:

F. B. Bomberger, Specialist in Marketing, University of Maryland, College Park, Md. President of National Association.
H. D. Phillips, Chief, Bureau of Markets and Storage, Albany, N. Y. Secretary of National Association.
A. L. Clark, Chief, Bureau of Markets, Trenton, N. J.
P. R. Taylor, Acting Director, Bureau of Markets, Harrisburg, Pa.
J. H. Meek, Director, Division of Markets, Richmond, Va.
C. R. White, Chief, License Bureau, Albany, N. Y.
S. B. Shaw, Specialist in Horticulture, University of Maryland, College Park, Md.
G. P. Warber, Specialist in Marketing, Virginia Polytechnic Institute, Blacksburg, Va.
W. A. Munson, Director, Division of Markets, Boston, Mass.

EGG-MARKETING SURVEY BEING CONDUCTED IN VIRGINIA

In order to work out methods for the more efficient marketing of eggs, a State-wide survey of the present egg-marketing conditions in Virginia is being conducted cooperatively by the State Division of Markets, Richmond, Va., the Extension Service of the Virginia Polytechnic Institute, the Virginia Poultry Producers' Cooperative Association, Inc., the State Farm Bureau, and the State Farmers' Union. A representative of the Federal Bureau of Agricultural Economics is conferring with these different groups and assisting at meetings of farmers where the need of better methods of marketing Virginia-produced eggs and poultry is discussed.

By means of this survey, covering practically every country of the State, the number of eggs offered for market purposes during 1922 will be determined. As a result of the information secured, a plan of cooperative egg marketing will be formulated.

A committee selected by representatives of the various farm organizations interested in marketing is to be appointed in each county to direct the survey and organization work. As the egg producers become familiar with the benefits to be secured through united effort, they are signifying their intention of joining the Virginia Poultry Producers' Cooperative Association, Inc. It is contemplated that the cooperative egg-marketing association will receive all eggs and, after candling and grading, ship them to such markets as Philadelphia and New York City. Poultrymen feel confident that better prices can be secured for their eggs if handled by their own cooperative association and sold on a quality basis. Each member will be paid according to the quality of the product he furnishes, instead of all being paid the same price regardless of quality. Complete information regarding this work may be obtained from J. H. Meek, Director, Division of Markets, Richmond, Va.

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CONNECTICUT TO PUBLISH PRICES ON FEEDSTUFFS

The State Board of Agriculture, Hartford, Conn., is planning still further to serve the farmers of the State by publishing quotations on feed-stuffs in the columns of the Market Bulletin. A request has been received by the Federal Bureau of Agricultural Economics to supply the State Board with the prices of various feeds at the principal markets in Connecticut. At present this information will be published in the Market Bulletin but once a week.

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CHIEF GRAIN INSPECTOR FOR OREGON APPOINTED.

F. A. Sykes has been appointed Chief Grain Inspector for the State of Oregon and assumed his new duties April 2. Mr. Sykes superseded J. W. Church who has held the position of Chief Grain Inspector for the past five years.

FEDERAL GRADES FOR EGGS PROPOSED

Tentative grades for eggs have been proposed by the Federal Bureau of Agricultural Economics and issued in mimeographed form for the consideration of members of the egg industry. The grades are based upon the quality factors indicated by the condition of the shell, air cell, albumen, and yolk, and by the development of the germ. Size, color and weight are pointed out as not indicative of the edible quality of the eggs, but since they may have considerable influence upon the market value should be considered in the sorting and packing process.

The standards as tentatively drawn up include five grades for eggs of sound clean shells as follows: U. S. Specials, U. S. Extras, U. S. No. 1, U. S. No. 2, and U. S. Culls. Two grades are provided for eggs of sound dirty shells, namely, U. S. Dirties No. 1, and U. S. Dirties No. 2. Eggs with cracked shells are to be graded as U. S. Checks.

A full description of the grades, including the percentage of tolerance allowed and the standards for each quality factor within the grade, is given in the specifications as tentatively formulated.

It is the opinion of poultry marketing specialists of the Federal Bureau of Agricultural Economics that with the general adoption of standard grades for eggs, greater efficiency and economy in marketing will result. The Federal Bureau has been giving extensive study to the question of egg standardization and, as a result of seeing the great need for a quality product, is offering the suggestive grades to the egg industry for trial.

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OHIO EXTENSION SERVICE ASSISTS COOPERATIVES

The Extension Service of the College of Agriculture, Ohio State University, Columbus, Ohio, through its workers in the various counties, assisted 81 new cooperative associations in their organization problems during the past year. In addition, 268 associations already established were given advice in the operation of cooperative marketing organizations. These associations conducted a business aggregating \$20,235,312. Assistance was also given 17,395 farmers in buying or selling through other than co-operative channels. About 680 meetings for the discussion and demonstration of approved grading and marketing practices were held.

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NEW MARKETING DIRECTOR APPOINTED IN IDAHO

W. H. Wicks, Chief of the Bureau of Plant Industry of the State Department of Agriculture, Boise, Idaho, who on behalf of the State has been Acting Director of the State Bureau of Markets and in direct charge of the State Food-Products Inspection force, has resigned. M. L. Dean, long prominent in horticultural affairs in the State of Washington, is his successor.

ADDITIONAL HAY SCHOOLS PLANNED

The Hay Inspection Service of the Federal Bureau of Agricultural Economics is planning to hold a school for hay inspectors at the Hay Standardization Laboratory, Alexandria, Va., as soon after July 1 as the necessary arrangements can be completed. Other schools will be held thereafter as occasion warrants, either at the laboratory or at other convenient places. The course usually lasts three or four weeks and the classes are given a thorough training in the use of the United States Grades for timothy, clover and mixed grass hay and their mixtures.

These schools are primarily for men who expect to become Federal hay inspectors and the number who can be accommodated at one time is limited. However, the Bureau desires to have the extension forces of the various State agricultural colleges and the State departments of agriculture train the hay producers of their States in the use of the grades as promptly and thoroughly as possible. For that reason, representatives of these organizations desiring to take the course as a preparation for extension work will be admitted to the classes whenever facilities will permit. Those interested in the course should address W. A. Wheeler, In Charge, Hay, Feed and Seed Division, Federal Bureau of Agricultural Economics, Washington, D. C.

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IOWA FARMERS DEBATE ON COOPERATIVE MARKETING SUBJECT

A novel method of interesting Iowa farmers in cooperative marketing was instigated by the Extension workers of the Iowa College of Agriculture, Ames, Iowa. For four months debating teams made up of farmers in the different counties have been studying and debating the subject, Resolved, "That the Producers' Contract is Essential to the Greatest Success of Cooperative Marketing Organizations." Twenty-six inter-county debates were held to pick the best teams of the State. Four teams qualified for the semi-final contests. The two winning teams, those from Fayette and Polk Counties, then met for the final debate, April 13. The Fayette County negative team won by a vote of two to one.

Because of the State-wide interest which was aroused over the subject in question, the arguments as presented by the debators were broadcast over the State from the radio station located at the College.

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GRAIN GRADING, THEME OF NEW MOTION-PICTURE FILM

A motion-picture film showing the various processes in grain grading has recently been prepared and released by the Department of Agronomy of Purdue University, Lafayette, Ind. The film shows all the laboratory side of grain grading work. A class in grain grading is pictured making the moisture test, the test weight using the docking machine, and analyzing a sample of grain.

The Department of Agronomy has a complete grain-grading outfit in its laboratory which shows up very distinctly in this film.

STANDARD CONTAINER LAW PASSED BY INDIANA LEGISLATURE

A standard package law was passed by the Indiana Legislature during its recent session. This new legislation, which is in line with the present movement sponsored by the United States Department of Agriculture to simplify marketing conditions in the fruit and vegetable world through the elimination of unnecessary, non-essential or short-measure containers, specifically designates the legal sizes and dimensions for containers.

Five sizes of hampers are provided, namely, one peck, one-half bushel, five-eighths bushel, one bushel, and one and one-half bushels. Six sizes of round stave baskets are provided, one peck, one-half bushel, five-eighths bushel, one bushel, one and one-half bushels, and two bushels. Five sizes of splint or market baskets have been designated, four quarts, eight quarts, twelve quarts, sixteen quarts and twenty-four quarts, standard dry measure.

The law also legalizes in the State of Indiana the two-quart, four-quart, and twelve-quart climax or grape baskets manufactured in accordance with the provisions of the United States Standard Container Act, and the one-half pint, one pint, and one quart berry boxes now generally adopted as standard for the sale of berries.

The State Dairy and Food Commissioner will enforce the provisions of the Indiana law and will make regulations prescribing necessary tolerances in the capacities of baskets coming under his jurisdiction.

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SOUTH CAROLINA INTERESTED IN SHIPPING-POINT INSPECTION

While conferring with Washington officials of the Federal Bureau of Agricultural Economics, F. L. Harkey, Chief of the Division of Markets, and D. W. Watkins, Assistant Director of Extension, Clemson Agricultural College, Clemson College, S. C., negotiated a cooperative agreement for Federal shipping-point inspection of fruits and vegetables in South Carolina. An arrangement was agreed upon tentatively and has been forwarded to W. W. Long, Director of Extension Work in South Carolina, for approval. It is expected that Robert Bier, Investigator in Marketing Fruits and Vegetables, Federal Bureau, will leave this week for South Carolina to begin cooperative shipping-point inspection work.

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COMMODITY ORGANIZATIONS IN CALIFORNIA INFLUENCE LEGISLATION

The Agricultural Legislative Committee, composed of 35 commodity organizations in California and representing approximately 6,500 farmer members, recently went on record as opposing the plan of the administration to consolidate the State Division of Markets and the State Bureau of Standardization of the California Department of Agriculture.

Through the efforts of the Committee an item of \$24,285 for conducting warehouse and grain inspection was restored to the budget for the coming fiscal year.

BOYS AND GIRLS OF ARKANSAS FORM COOPERATIVE MARKETING ASSOCIATION

Boys and girls of Garland County, Ark., are learning the fundamentals of cooperative marketing through the working of their own marketing association. With the assistance of the county agricultural agent, the club members drew up plans for an organization. Each member of the association has signed a marketing agreement whereby he promises to market his potatoes through the association under the direction of a sales committee composed of members of the association. The county agent is the general advisor of the organization and in all its operations his advice and aid will be sought.

One of the first steps taken by the organization was the purchase of uniform seed potatoes. So far as possible the members are financing themselves in the purchase of seed but where they are unable to buy their seed the banks are assisting. The agreement requires the members to grade their potatoes in such manner as may be designated by the sales committee which has full charge of the sale of all marketable potatoes produced by the association.

Parents of the boys and girls who joined the association are enthusiastically backing the organization and are doing all in their power to help the young people to learn the business side of farming.

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STANDARDIZATION LAW PASSED BY OREGON LEGISLATURE

The Oregon Legislature has recently enacted a law entitled, "An Act to Authorize the Oregon State Board of Horticulture to Fix and Promulgate Standards for All Kinds of Horticultural, Viticultural and Vegetable Products and Containers Therefor: providing for inspection of such products and containers, and for the observance and enforcement of standards so fixed and promulgated."

This act is designed to facilitate grading and standardization and makes possible a very desirable form of cooperation with the State in shipping-point inspection and in other phases of the work. The law differs from those in some other States in that it provides specific penalties for inspectors who are guilty of fraud or misrepresentation, and provides that the State may exact a bond not exceeding \$500 from inspectors on which any injured party may sue for recovery.

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PENNSYLVANIA AND NEW JERSEY COOPERATE IN MARKET REPORTING

Arrangements have been made by the Pennsylvania and New Jersey State Bureaus of Markets and the Federal Bureau of Agricultural Economics for the joint employment of a market reporter who will make complete and comprehensive reports upon local products received in the Philadelphia market, in which New Jersey and Pennsylvania growers are particularly interested. The joint reporter will be located in the Philadelphia office of the Federal Bureau.

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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 25, 1923.

Vol. 3, No. 17.

GRADES FOR EGGS PROPOSED BY WISCONSIN DEPARTMENT OF MARKETS

Two grades for Wisconsin eggs have been proposed by the State Department of Markets, Madison, Wis., and hearings are being held this month to determine the necessity of egg grading and the practicability of the proposed State grades. The Department of Markets does not intend to make egg grading compulsory at this time, but to establish standards which will facilitate trading on a definite quality basis. If the grades, as tentatively drawn up, prove successful, the Department states that other grades will be added as occasion demands until a satisfactory system has been worked out for the State.

The two grades as proposed are: Wisconsin Eggs - Grade "Extras," and Wisconsin Eggs - Grade "Current Receipts." The requirements for each grade are as follows:

"Wisconsin Extras shall consist of large, clean, strictly fresh eggs of a uniform size, weight not less than 45 pounds net per 30 dozen case; shell free from dirt or stain, strong and sound; on candling, contents firm, clear, air cell not over $1\frac{1}{4}$ inch in depth; yolk dimly visible, slowly movable, germinal disc indistinct.

"Eggs grading as 'Current Receipts' shall consist of unassorted fresh eggs, as received from the producer, reasonably clean and free from rots; weight not less than 42 pounds net per 30 dozen case."

The packing and labeling requirements for all eggs coming within the two proposed grades are also given.

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NEW YORK BUREAU OF MARKETS ISSUES COLD STORAGE REPORTS ON FISH

A monthly report of the cold storage holdings of fish in the warehouses of Greater New York has just been inaugurated by the Bureau of Markets and Storage, New York Department of Farms and Markets, Albany, N.Y. The first report, issued for April, shows the amounts of both salt-water fish and fresh-water fish, by varieties, delivered from cold storage during March, 1923, and the amounts on hand in cold storage on April 1, 1923. The reports for the following months will contain statements of receipts and deliveries during the preceding month, these data not being available for the first report. The New York State law compels warehouses to report holdings to the State Bureau of Markets and Storage, and the cold storage report on fish was started at the request of the trade.

SECRETARY WALLACE CALLS COMMITTEE ON AGRICULTURAL OUTLOOK

At the request of Secretary Wallace, a special committee, composed of men prominent in the financial, economic and statistical world, met in Washington, D. C., April 20 and 21, to consider the agricultural outlook of the country. It was recommended at the National Agricultural Conference, a year ago, that the Secretary of Agriculture call such a committee to prepare a statement on the agricultural outlook that would provide a basis upon which readjustment to meet the economic situation could be made by agricultural producers.

The report, as issued by the committee, gave consideration to foreign and domestic demand, and to the prospects of a few leading crops, such as wheat, cotton, tobacco, corn and hogs. The committee based its report, to a large extent, upon statistics compiled by the United States Department of Agriculture.

In order that farmers may become acquainted with the facts as presented by the committee, copies of the report, together with the "report on intentions to plant," issued April 20 by the Crop Reporting Board of the Department of Agriculture, are being sent to the county extension agents in all the States.

The following economists and statisticians participated in the conference: George E. Roberts, National City Bank, New York City; Carl Snyder, Federal Reserve Bank, New York City; Wesley C. Mitchell, National Bureau of Economic Research, New York City; B. M. Anderson, Jr., Chase National Bank, New York City; E. N. Wentworth, Research Dept., Armour Co., Chicago; B. W. Snow, Bartlett-Frazier Co., Chicago; C. Reed, Geo. H. McFadden & Bro., Philadelphia, Pa.; Warren M. Persons, Harvard University, Cambridge, Mass.; George F. Warren and F. A. Pearson, Cornell University, Ithaca, N. Y.; Thomas S. Adams, Yale University, New Haven, Conn.; H. A. Wallace, Secretary Corn Belt Meat Producers' Association, Des Moines, Iowa; H. W. Moorhouse, American Farm Bureau Federation, Chicago; H. C. Moulton, Institute of Economics, Washington, D. C.; Walter W. Stewart, Federal Reserve Board, Washington, D. C.; Frank M. Surface and E. G. Montgomery, Bureau of Foreign and Domestic Commerce, Washington, D. C.; and Wm. T. Foster, Pollack Foundation for Economic Research, Newton, Mass.

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ELEVATOR MANAGERS IN IOWA LEARN FEDERAL METHODS OF GRADING GRAIN

Grain grading was given considerable attention at the short courses for managers and directors of grain elevator companies, recently held at different points in Iowa, under the auspices of the Extension Service of the State College of Agriculture, Ames, Iowa. R. C. Wright, Federal Grain Supervisor at Sioux City, addressed several of the courses on the Federal methods of grading grain. Much interest was shown by the elevator men who asked many questions, particularly regarding the grading of corn and oats. Considerable time was also spent in discussing the different factors affecting the accuracy of moisture tests. Each elevator manager was provided with a copy of the Handbook of Official Grain Standards.

GRADUATE STUDENTS IN NORTH DAKOTA SPECIALIZE IN AGRICULTURAL ECONOMICS

Five students majoring in agricultural economics will receive the M.S. degree this spring from the North Dakota Agricultural College, Agricultural College, N. D. Four other advanced students in agricultural economics expect to receive M.S. degrees some time during the next college year. Courses in marketing were included in the agricultural economics group.

One thesis to be submitted as a requirement for this degree, deals with the marketing of flax, a subject considered of vital importance to the agriculture of North Dakota. O. O. Churchill, the investigator, has made an extensive study over a period of years of the production and marketing of this important crop. At a recent meeting of the Agricultural Economics Seminar, which comes under the supervision of Professor C. E. Miller, Chairman of the Department of Agricultural Economics, Mr. Churchill gave a detailed outline of his research work. This study was based on personal visits to many flax marketing institutions, on extensive correspondence, as well as upon close analysis of statistics covering a number of years. Mr. Churchill states that he found great difficulty in getting accurate information on the marketing of flax, as many dealers simply reported that flax is marketed like other grains.

Professor Miller is of the opinion that the thesis which Mr. Churchill has prepared is a valuable contribution to the literature on this subject. Two copies of the thesis will be filed for permanent record in the library of the North Dakota Agricultural College.

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VERMONT FIELD AGENT IN MARKETING RESIGNS

Lionel G. Mulholland, Field Agent in Marketing with the Vermont Department of Agriculture, Montpelier, Vt., during the past three and one-half years, resigned April 15 to enter private business. During his employment with the State Department, Mr. Mulholland devoted much of his time to assisting in the organization of cooperative dairy plants and in the marketing of their products. He aided farmers and local cooperative associations in finding profitable outlets for other agricultural products as well.

Mr. Mulholland will establish a wholesale business in dairy products in Montpelier, Vt. He also plans to develop a marketing service for a number of dairy plants.

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OHIO'S RADIO REPORTS HEARD OVER WIDE AREA

Letters have been received by the Ohio Division of Markets, Columbus, Ohio, indicating that the daily market reports, prepared by the State Division and broadcast from the radio station at Ohio State University, can be heard 900 miles away. The State Division of Markets has been developing the radio market-news feature of its work to a high degree of efficiency.

MISSOURI MARKETING BUREAU AGAIN URGES WOOL GRADING

With the wool marketing season approaching, the Missouri State Marketing Bureau, Jefferson City, Mo., is again bringing before sheepmen of the State the necessity of carefully grading all wool before offering it for sale. Only by marketing on a graded basis can the full value of the fleece be obtained, declare the State officials. During the past three seasons the State Bureau has furnished expert wool classifiers to teach the producers the fundamentals of grading. A total of 2,177,536 pounds of wool was graded during this time, in accordance with the wool standards prepared by the Federal Bureau of Agricultural Economics. Records maintained by the Marketing Bureau show that approximately one-third of the wool graded fell in the "reject" classes, because of defects which in most instances could have been avoided by more careful handling.

It is also interesting to note the percentage of wool falling within the main classifications. They are as follows: Fine, 5.75%; 1/2 Blood, 7.35%; 3/8 Blood, 19.31%; 1/4 Blood, 22.86%; Low 1/4 Blood, 6.92%; Common, 1.99%; and Braid, 1.27%.

In an effort to improve the quality of wool raised in Missouri, thirteen suggestions pertaining to the handling of the fleeces have been offered to farmers by the State Marketing Bureau.

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APPLE-SHIPPING SEASON IN PACIFIC NORTHWEST ABOUT COMPLETED

Since the active shipping season for apples in the Pacific Northwest is about over, F. S. Kinsey of the Federal Bureau of Agricultural Economics, has completed his work as general supervisor of the cooperative shipping-point inspection service in Washington and Oregon.

Approximately 7,000 cars of fruits and vegetables, principally apples, have been inspected in the State of Washington, since July 1. Meantime the legislature of the State has made certain changes in the State laws under which the control of commercial inspection has been transferred from the individual counties to the State Department of Agriculture, Olympia, Wash. It is hoped that it will be possible next year to divorce this service almost wholly from the regulatory work of the State Department.

Special interest in uniform inspection and Federal certification has developed in the Wenatchee District, which seems likely to result next season in the inspection of perhaps ten thousand cars in that territory alone, if the crop proves to be a normal one.

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MANAGERS OF COOPERATIVE ELEVATORS IN OHIO TO HOLD A SCHOOL

A school for managers of cooperative elevators will be held at the College of Agriculture, Ohio State University, Columbus, Ohio, during the third week of May. Instruction will be given by members of the farm crops and rural economics departments.

COOPERATIVE SHIPPING POINT INSPECTION STARTED IN FLORIDA

Arrangements for State-Federal shipping point inspection of tomatoes in the Lake Okeechobee and Ocala sections of Florida have been completed by the Florida State Marketing Bureau, Jacksonville, Fla., and the Federal Bureau of Agricultural Economics, according to F. G. Robb and H. W. Samson, Specialists of the Federal Bureau, who have just returned from a three-weeks trip through the South. The work at Lake Okeechobee was started on April 23, under the direction of C. W. Hauck and H. C. Miller of the Federal Bureau. Inspectors are stationed at Canal Point, Pahokee, Belle Glade, Clewiston, Moore Haven and Okeechobee. Since most of the tomatoes are shipped across the lake to either Clewiston or Moore Haven it will be necessary to check the loading when transfer is being made from boats to cars in order to be sure that the tomatoes passed in the packing houses are the same as ones loaded in the cars, upon which the joint certificates are finally issued. The inspectors at Clewiston, Moore Haven and Pahokee will do this checking in addition to making local inspections.

The shipping season at Ocala will begin about May 20. Watermelons will be inspected there as well as tomatoes.

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BULLETIN DESCRIBES COOPERATIVE MARKETING OF KANSAS WHEAT

"Cooperation in Marketing Kansas Wheat" is the title of the Quarterly Report of the Kansas Board of Agriculture, Topeka, Kans., for June, 1922, which has just been issued. The booklet describes the operation of the Canadian grain growers' associations and several of the California cooperative associations. Facts and figures are given which are of interest to students of cooperative marketing. The Kansas cooperative marketing law and the Capper-Volstead Act are printed in the appendix.

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MOVEMENT OF LIVE STOCK FROM IOWA BEING STUDIED

The Department of Economics of the Iowa Agricultural College, Ames, Iowa, is making an analytical study of the movement of live stock from Iowa shipping points to the various consuming centers. S. H. Thompson, Extension Professor of Agricultural Economics, is basing his thesis for a master's degree on the live-stock movement study.

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MARKETING EGGS BY PARCEL POST BEING STUDIED IN CONNECTICUT

A special study of the parcel-post method of marketing eggs is being made by one of the senior students of the Connecticut Agricultural College, Storrs, Conn. Direct information is being obtained from farmers themselves, to determine the practicability of marketing eggs by this method.

EXAMINATION ANNOUNCED FOR JUNIOR IN COTTON TESTING

An assembled examination for Junior in Cotton Testing has been announced by the United States Civil Service Commission for June 6, 1923. Vacancies in the Federal Bureau of Agricultural Economics will be filled from this examination at salaries ranging from \$1,200 to \$1,800 a year. The duties of appointees will be to supervise or assist in investigations and mill tests relating to waste content, tensile strength, and other manufacturing and bleaching qualities of the various grades, qualities, and varieties of cotton, and also to assist in the cotton grading and standardization work of the Department of Agriculture.

Competitors will be rated on practical questions relative to the duties of the position, on a thesis submitted on the day of examination, and on education, experience and fitness.

Further information regarding this examination may be obtained from the United States Civil Service Commission, Washington, D. C.

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SOUTH DAKOTA EXTENSION SERVICE APPOINTS A LIVE-STOCK SPECIALIST

Turner Wright recently resigned as manager of the Arkansas Sweet Potato Growers' Exchange, Little Rock, Ark., to accept the position of Live-Stock Specialist with the Extension Service of the South Dakota State College of Agriculture, Brookings, S. D. Mr. Wright was formerly with the Division of Live Stock, Meats and Wool, Federal Bureau of Agricultural Economics. Later he became associated with the Arkansas Extension Service as Agent in Marketing.

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OREGON FARMERS URGED TO GRADE THEIR POTATOES

Potato grading and seed certification were subjects emphasized during the course of the Farmers' Week program in Washington County, Ore., under the direction of the extension workers of the State Agricultural College, Corvallis, Ore. By way of a practical demonstration of the need for strict grading, sacks of potatoes were secured from several different grocery stores and the quality of the contents carefully noted.

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COOPERATIVE MARKETING LAW PASSED IN MISSOURI

Missouri is added to the list of States which passed commodity marketing laws this spring during their biennial sessions. Under the Missouri law farmers of the State are now enabled to form non-stock, non-profit, cooperative, commodity-marketing associations. An emergency clause attached made the law become effective on April 9, when the Governor's signature was affixed.

STATE AND FEDERAL
MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 2, 1923

Vol. 3, No. 18.

NORTH DAKOTA PREPARES SETS OF UP-TO-DATE READING MATERIAL ON MARKETING

Ten sets of up-to-date publications on farmers' marketing problems have been compiled by the Department of Marketing and Rural Finance of the North Dakota Agricultural College, Agricultural College, N. D., which are being loaned to interested persons in North Dakota. Each set includes one of the most recent books on the marketing of agricultural products and six bulletins on the following topics: Cooperative Marketing, Grain Marketing at Country Points, Live-Stock Shipping Associations, Marketing Potatoes, A Large Commodity Marketing Organization, and Advertising by Farmers.

Each set also includes an illustrated pamphlet outlining the basic principles of good marketing and giving specific references to the book and bulletins of the set. Thus the reader can quickly determine just what part or parts of the material he wishes to study. For instance, if he is interested in the question of "futures" the index assists him in locating all references to that subject.

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ALLOCATION OF MISSOURI'S MARKETING APPROPRIATION

The Missouri State Marketing Bureau, Jefferson City, Mo., has portioned out the \$118,000 appropriated by the State Legislature for carrying on marketing work in Missouri during 1923-24, in the following manner:

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| Standardization - eggs, cream and other farm products | \$35,000 |
| Standardization - fruits and vegetables (inspection) | 5,000 |
| Live-stock marketing | 13,000 |
| Grain grading and marketing | 10,000 |
| Marketing Bulletin, and other publications | 35,000 |
| Market news, including radio | 10,000 |
| Administration | 10,000 |
| | \$118,000 |

Because of reduction in the appropriation for the present biennial period, it was decided to discontinue the live-stock market news service conducted cooperatively with the Federal Bureau of Agricultural Economics. The seed-certification work which the State Bureau was carrying on with the Missouri Corn Growers' Association has also been eliminated.

STATE AND FEDERAL

SUMMER COTTON SCHOOL PLANNED AT OKLAHOMA AGRICULTURAL COLLEGE

A cotton school will be held again this summer at the Oklahoma Agricultural and Mechanical College, Stillwater, Okla., from July 2 to July 28. Every phase of the growing, grading and marketing of cotton will be considered. The cotton school is designed to be of particular service to farmers, officers and directors of farm organizations, gin managers and operators, cotton buyers, bankers, and men desiring to enter the cotton business.

The new official cotton standards of the United States, which go into effect August 1, 1923, will be used in connection with the grading and stapling work. Instruction will be given by specialists of the College and of the Federal Bureau of Agricultural Economics, in grading, stapling, exporting, ginning, and to a lesser extent, in warehousing and in invoicing cotton. A large portion of the time will be devoted to laboratory work and actual practice in grading and stapling cotton.

Ten reasons why farmers should become familiar with grading regulations are listed by the cotton specialists of the College, as follows:

- (1) To have a better idea of what cotton is worth,
- (2) To market cotton more profitably,
- (3) To know what damage occurs before or during ginning,
- (4) To know how to judge staple length,
- (5) To be able to recognize low grade and off-colored cotton,
- (6) To determine comparative value of different qualities,
- (7) To know amount of impurities a grade will carry,
- (8) To know value of different colors and spots in cotton,
- (9) To recognize quality of ginning and its effect on value, and
- (10) To take advantage of the best markets by having a knowledge of grades and staple, and of prevailing market information.

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CALIFORNIA SHEEPMEN ASSISTED IN MARKETING PROBLEMS

California sheepmen have been assisted in the marketing of their spring lamb crop through the cooperation of the Federal Bureau of Agricultural Economics and the State Department of Agriculture, Sacramento, Calif., with the California Wool Growers' Association. Information regarding market conditions and prices at San Francisco and Los Angeles and at the large centralized live-stock markets in the Corn Belt was obtained by the joint representatives of the Federal Bureau and the State Department of Agriculture stationed at San Francisco and Los Angeles and furnished to the Secretary of the Wool Growers' Association for dissemination to the sheepmen.

At the beginning of the season the marketing problem was rather serious because drouth conditions in the San Joaquin Valley made it necessary to dispose of many of the lambs in an unfinished condition. Through the efforts of the Federal Bureau, the attention of lamb feeders throughout the Corn Belt was directed to the prospective supply of California lambs which might be suitable for feeding, and as a result there were numerous inquiries for them. Up to the fourth week in April, more than 30,000 live lambs and about 12,000 dressed lambs were shipped east from California points.

EGG-MARKETING SURVEY MADE IN TWO CONNECTICUT CITIES

In order to ascertain the volume of egg consumption and the service rendered by poultrymen and retailers in the distribution of eggs, a survey of consumers in Hartford and New Haven, Conn., has just been completed by the Extension Service of the Connecticut Agricultural College, Storrs, Conn. Nearly 140 families in Hartford and about 200 in New Haven replied to the questionnaire sent out by the College during the last three months, according to Paul Mehl of the marketing staff of the Extension Service. Among the heads of families, over sixty occupations were represented in the questionnaires from New Haven and over thirty from Hartford.

In Hartford, 23 per cent of the families purchased their entire supply of eggs directly from producers. Twenty per cent bought three-fourths or more of their eggs from farmers; 17 per cent between one-half and three-fourths; 8 per cent between one-fourth and one-half; 6 per cent, one-fourth or less; whereas, only 21 per cent or slightly more than one-fifth of the housewives purchased from retail stores all of the eggs consumed in their homes. In New Haven it was found that 26 per cent of the families purchased their entire supply of eggs directly from producers; 11 per cent purchased three-fourths or more from producers; 15 per cent, between one-half and three-fourths; 6 per cent, between one-fourth and one-half; 2 per cent, one-fourth or less; and 40 per cent purchased from retail stores or peddlers who are not engaged in poultry raising, all the eggs consumed in their homes.

In both cities Mr. Mehl found that the majority of housewives prefer to make their purchases of eggs directly from producers. In New Haven nearly 75 per cent of the housewives indicated that they preferred to deal directly with poultry producers; whereas, in Hartford the percentage is over 80. The principal reason given by women in these cities for wanting to deal with egg producers was that they believed that the Connecticut poultrymen were giving them eggs that were fresher and of a higher quality than could be secured from retail stores. The housewives stated that although retail stores advertise "fresh eggs" the product does not compare favorably with the eggs furnished by Connecticut producers.

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EXAMINATION FOR ASSISTANT MARKETING SPECIALIST ANNOUNCED

Announcement is made by the United States Civil Service Commission of an examination for Assistant Marketing Specialist (Economic Marketing Research) to be held on May 23, 1923. Vacancies in the Federal Bureau of Agricultural Economics will be filled from this examination at entrance salaries ranging from \$2,100 to \$3,000 a year. Duties of appointees will be to assist in conducting economic research in the marketing of agricultural products, to compile the results of such research and to prepare suitable material for publication concerning the subject. Competitors will be rated on practical questions relating to economic marketing studies in the field, on a thesis submitted on the day of examination, and on education, training and experience.

Further information regarding this examination may be obtained from the United States Civil Service Commission, Washington, D. C.

NEW HAMPSHIRE'S POULTRY SURVEY PARTIALLY TABULATED

Partial results of the poultry survey being conducted by the New Hampshire Bureau of Markets, Concord, N. H., show that during the past winter, poultrymen of New Hampshire limited their shipments of poultry to relatively few markets, whereas many more outlets were found for eggs. The tabulation of the questionnaires, so far returned, shows that at the markets receiving New Hampshire poultry, nine wholesale houses handled 73.6 per cent of the broilers, 40.9 per cent of the chickens, and 60 per cent of the fowls. It is estimated that 19.5 per cent of the poultrymen sold their poultry in home markets, and by far the majority dressed the birds and sold at retail. More than four-fifths of the producers shipped their birds alive to commission merchants or sold them to traders who trucked them to neighboring cities. Tabulations have been made showing the average semi-monthly prices received, during 1922, by poultrymen who shipped their fowls to distant markets, and of the retail prices received in local markets. The retail prices received locally were considerably higher than those paid by commission merchants.

In computing the information in regard to the marketing of eggs, it was found that 36.2 per cent of the shipments went to four wholesale firms, while the remainder was distributed among 73 different commission merchants and wholesale houses. The semi-monthly net price per dozen received for eggs shipped during the year, 1922, and the semi-monthly net returns received for eggs sold locally in home markets have been tabulated. In most instances eggs sold locally in home markets netted a few cents more per dozen than did the eggs shipped to distant markets.

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EXAMINATIONS ANNOUNCED FOR LIVE-STOCK AND MEAT MARKET REPORTERS

Examinations for Live-Stock Market Reporter, and Meat-Market Reporter have been announced by the United States Civil Service Commission. Vacancies in the field service of the Federal Bureau of Agricultural Economics will be filled from these examinations at entrance salaries ranging from \$1,800 to \$2,400 a year, depending upon qualifications. On account of the needs of the service papers will be rated as received until June 30, 1923. Applicants will be rated according to their education and experience and upon a thesis submitted at time of application.

The duties of the Live-Stock Market Reporter will be to interview members of the trade at live-stock markets and obtain information relative to current supplies, movements, prices, and other market conditions pertaining to live stock, and to compile the information obtained in the form of concise, readable reports suitable for publication. The duties of the Meat-Market Reporter will be similar to those of the Live-Stock Market Reporter, with the exception that he will obtain information on meats and animal products in the wholesale dressed-meat markets.

Further information regarding these examinations may be obtained from the United States Civil Service Commission, Washington, D. C.

DELAWARE'S MARKET NEWS SERVICE TO BE ENLARGED

"In an effort to be of the greatest assistance alike to producers, dealers, and consumers, the State Bureau of Markets, Dover, Del., is endeavoring to perfect its market news service. Daily information is compiled showing the trend of the principal markets to which Delaware's products are shipped, the prevailing prices, the amount of produce on track, and whether or not the supplies are liberal or light. This service enables the farmer to keep well posted on market conditions and assists him in locating the best market for the shipment of his products. During last season, W. T. Derickson, Director, Bureau of Markets, states that an average of one thousand requests for the service were received each month. In many instances the information was telephoned to different towns and there redistributed to all persons desiring the news. A radio receiving station has been installed by the State Bureau, thereby making possible the receipt of complete reports broadcast by the Federal Bureau of Agricultural Economics from the powerful station at Arlington, Va.

Plans are being made to issue a market information sheet, after July 1, which will be mailed each week to all persons requesting it. This report will cover the market conditions for the week past, will give the average prices in different cities and will show how much and why the market has advanced or declined.

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FEDERAL TESTS BEING MADE IN RECEIVING MARKET REPORTS BY RADIO

Tests in receiving market reports by radio are being conducted by the Federal Bureau of Agricultural Economics in connection with the operation of the temporary market-news station on potatoes at Hastings, Fla. Because of the successful tests made during the past several months at the Rochester, N. Y., station, A. L. Thomas, the telegraph operator, has been sent to Hastings to experiment in copying the market reports broadcast daily by the Federal Bureau from the powerful station at Arlington, Va. These tests are being conducted in order to determine the practicability of equipping the field stations with radio-receiving apparatus.

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SERIES OF ARTICLES WILL DISCUSS BOSTON'S FOOD SUPPLY

"What Does Boston Eat" is the subject of a series of articles to appear in subsequent issues of Current Affairs, the weekly paper of the Boston Chamber of Commerce. According to the Massachusetts Division of Markets, Boston, Mass., Boston's market basket is filled from all parts of the world. Massachusetts supplies but 15 per cent of Boston's food supply, and New England 30 per cent of the carlot receipts of fruits and vegetables on the Boston market. It is estimated, however, that a million dollars is lost each year due to overcrowded conditions in the Boston market.

NEW BULLETIN TRACES HISTORY OF FARMERS' ELEVATORS IN IOWA

"Fifty Years of Farmers' Elevators in Iowa" is the title of Bulletin No. 211, just issued by the Experiment Station of the Iowa State College of Agriculture, Ames, Iowa. The bulletin, written by Dr. E. G. Nourse, sets forth interesting as well as valuable information concerning the history of the cooperative elevator movement in Iowa. Starting with Civil War times, the growth of the farmers' cooperative elevator movement is traced through to the present time. The bulletin shows how in 1874, under the Grange system, the peak was reached, and how in the "eighties" when rapid strides were being made by big business in other lines, farmers also felt the necessity of doing their grain marketing on a large scale, and finally, now in 1904 the movement assumed still larger proportions when the local elevators, scattered over the State, were welded together into a State-wide organization.

Dr. Nourse is of the opinion that the farmers' cooperative elevator has come to stay, but points out that the present, due to unsettled economic conditions, is a critical period in the movement's history. The bulletin stresses the importance of good business management in the operation of a cooperative elevator, the importance of loyalty on the part of the members and the necessity of having ample capital.

"In the long run," the bulletin states, "the outstanding benefits of a cooperative marketing organization are to be secured from the introduction of economies and new elements of efficiency into the handling of the given commodity. If producers go into a line of business simply for the sake of getting a handling profit away from the other fellow, the time will soon come when no further benefits of the movement can be shown. But even in so staple a line of business as grain marketing, there is ample opportunity for the introduction of new economy and efficiency. If this field of work is taken up energetically and intelligently, there should open up for the farmers' elevator movement a period no less successful than its past and even more constructive and permanent in its character."

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KANSAS POTATO GROWERS COOPERATE

Potato growers of Shawnee County, Kansas, are cooperating with the State Agricultural College, Manhattan, Kans., in improving the marketing quality of the potatoes grown in that county. A Potato Growers' Improvement Association has been organized and every effort will be made by the members to raise potatoes of a high quality and thereby command better market prices.

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OKLAHOMA PASSES GRAIN-INSPECTION LAW

An act providing for State grain inspection in Oklahoma was passed by the State Legislature, just adjourned. It is understood that E. H. Linzee will be appointed Chief Inspector.

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STATE AND FEDERAL

MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 9, 1923.

Vol. 3, No. 19.

MARKETING WORK IN COLORADO TO BE REORGANIZED

The Colorado Legislature, during its recent session, passed an act to create the office of Colorado Director of Markets. This act, which becomes effective July 23, 1923, repeals the act approved April 17, 1921, which authorized the establishment of a Division of Marketing in charge of a Director and under the general supervision of the State Board of Agriculture.

The Director of Markets Act, in abolishing the Division of Marketing, places the State shipping-point inspection service on a voluntary basis. The Director of Markets is authorized, among other things, to cooperate with the United States Department of Agriculture in gathering and disseminating impartial market and trade information concerning demand, supply, prevailing prices, and commercial movements of agricultural products. He is also permitted to promote, assist and encourage the organization and operation of cooperative associations for improving the relations and services among producers, distributors and consumers of any agricultural products. Standardization of food products is to be encouraged, the Director of Markets being authorized to promulgate standard grades and classifications for such products. Economical and efficient distribution of all products of the farm is also to be encouraged. Transportation problems relating to the marketing of farm produce are assigned to this office. Cooperative associations operating in the State must render reports to the Director of Markets showing the nature and volume of business, resources, liabilities, profits, losses, and any other facts bearing on the financial condition of the association.

Fifteen thousand dollars has been appropriated annually for the conduct of the work of this new office.

It is understood that Joseph Passonneau, formerly Director of the old Office of Farm Markets, Pullman, Wash., and later, Organization Specialist with the Dark Tobacco Growers' Cooperative Association, Hopkinsville, Ky., has been appointed by Governor Sweet of Colorado to the position of Director of Markets.

W. F. Allewelt, who is Director of the present Colorado Division of Marketing, Fort Collins, Colo., has accepted a position with the State Department of Agriculture, Sacramento, Calif., to be in charge of the State Bureau of Standardization, and will take up his new duties the latter part of this month. Mr. Allewelt's relation to the shipping-point inspection work on fruits and vegetables in California will be similar to that heretofore held successively by F. W. Read, and L. J. Weishaar.

GRAIN-STANDARDIZATION WORK IN CALIFORNIA TO BE ENLARGED

Sixty-five thousand dollars was appropriated by the California Legislature to carry on the grain standardization and warehouse work of the State Department of Agriculture, Sacramento, Calif., during the next biennial period. This is an increase of 100 per cent over the appropriation for the last two-year period. The State Department of Agriculture, in the absence of Federal standards for beans and rice, is planning to promulgate State standards which will be applicable to the 1923 crop.

In order to carry on more effectively its standardization program, the California Department of Agriculture is cooperating with producers' and dealers' organizations in the State. The State Farm Bureau Exchange has incorporated in its contract a clause to the effect that all warehouse samples on which money is advanced next year must be graded by the grain and warehouse inspectors of the State Department of Agriculture. These samples will cover wheat, barley and grain sorghums. Wheat will be graded in accordance with the United States standards, barley in accordance with California standards, and grain sorghums in accordance with the United States tentative standards.

On May 1 the inspection office of the State Department located at Oakland was transferred to San Francisco. A new office probably will be opened soon at Pittsburg, Calif., where the California Bean Growers' Association has erected a modern bean cleaning and storage warehouse. An inspection office will also be opened in Sacramento from which point rice work will be carried on.

A number of warehousemen have expressed their intention of becoming bonded under the California Warehouse Act in time for the 1923 season. L. M. Jeffers is the Chief Grain Inspector of California.

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SHIPPING-POINT INSPECTION ON STRAWBERRIES TO BE STARTED IN TENNESSEE

At the request of growers and organizations at Cleveland and Spring City, Tenn., shipping-point inspection service for strawberries will be inaugurated at these points beginning the second week in May. This is believed to be the first effort to grade, certify and ship strawberries on a commercial scale under the recommended United States grades. W. C. Hackleman and E. E. Conklin, Jr., of the Federal Bureau of Agricultural Economics will supervise the inspection work.

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OKLAHOMA AGRICULTURAL COLLEGE GIVES SHORT COURSE IN GRAIN GRADING

The short course in commercial grain grading which is being given this week at the Oklahoma Agricultural and Mechanical College, Stillwater, Okla., is in charge of G. F. Binderim, Federal Grain Supervisor at Oklahoma City. Practical demonstrations in the Federal methods of grading grain are included in the instruction.

STANDARDIZATION PROVES ADVANTAGEOUS IN MEAT INDUSTRY

Advantages derived from the use of standard specifications and a uniform system of inspection for grade and quality of meats, lard, poultry, game and fish, are clearly shown from recent data obtained by the Federal Bureau of Agricultural Economics from the records of the United States Steamship Lines. At the request of the United States Shipping Board, the Live-Stock, Meats and Wool Division of the Federal Bureau of Agricultural Economics undertook to establish, in January of this year, an inspection service on all meats, poultry, game and fish purchased by the United States Lines leaving New York City. On May 2, this service was extended to include the laid-up fleets at New York City and Norfork, Va., and other vessels in New York harbor which are under the control of the Shipping Board. Specifications for grades were drawn up by the Federal Bureau and awards are now being made on the basis of competitive bids in accordance with the specifications.

Before this service was inaugurated there was a difference of two to three dollars per hundred pounds between bids on the same product, and the bulk of business generally went to one contractor. Since the adoption of the Federal specifications and the establishment of the inspection service, the difference in price between bids seldom exceeds twenty-five cents per hundred pounds, due to the requirements of the specifications which place all bidders on the same basis. Before this service was begun complaints regarding the quality of meats delivered were frequent, since then, not a complaint has been registered by the Steamship Lines.

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NEBRASKA TO CONTINUE MANDATORY SYSTEM OF SHIPPING-POINT INSPECTION

The Nebraska Legislature is understood to have taken final action which will result in continuing the present mandatory system of shipping-point inspection of potatoes in that State instead of placing this work on a voluntary basis as had been anticipated. The State Department of Agriculture, Lincoln, Nebr., has requested the cooperation of the Federal Bureau of Agricultural Economics in making this a joint State and Federal inspection and it is probable that an agreement will be worked out somewhat along the lines of that which was obtained in Colorado last season. Inspection being mandatory under State law, it is probable that the Federal Bureau will recognize the State and the applicant in every case and will deal wholly with the State in making these inspections and not with the owners of the potatoes inspected.

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NEW HAMPSHIRE PASSES FILLED-MILK BILL

A law prohibiting the manufacture and sale of filled milk has been enacted by the New Hampshire Legislature. In addition to the anti-filled milk measure, a law prohibiting false advertising of dairy substitutes was also passed during the recent session.

NORTH DAKOTA'S METHOD OF TEACHING FUNDAMENTALS OF MARKETING

For the past five years it has been the custom in one of the marketing courses given at the North Dakota Agricultural College, Agricultural College, N. D., to require each member of the class to prepare a thesis or paper on the marketing of some special agricultural product with which he is familiar. The product is traced from the home farm through the various steps in the marketing process and an analysis made of the commodity, the market and the trade organizations. At present a class of sixteen members is preparing papers on the marketing of the following commodities: hogs, eggs, milk, potatoes, honey, butter, turkeys, wool, wheat, hides, hay, dairy cattle, and rye.

Each member of the class becomes an expert for the time being on the marketing of his product and must be able at all times to tell the entire class the latest development for improvement in the marketing of that product.

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CREAM GRADING AGAIN BEING EMPHASIZED IN MISSOURI

The necessity of grading cream in order to command full market value is again being presented to Missouri dairymen by the State Marketing Bureau, Jefferson City, Mo. A special "Better Cream" edition of the Missouri Marketing Bulletin was issued April 21 in which are set forth the many possible ways in which dairymen of the State may improve the quality of cream before delivering it to the creameries. Articles in the special edition set forth some of the fundamental rules to be observed in the handling of cream at the farm, the cream station and at the creamery. How to avoid bad flavors and odors which detract from the marketable value of the cream is also discussed. Missouri grades for cream, established under the Dairy Laws of the State, are printed in full. Other articles contain timely advice to the dairy farmer desiring to increase the income from his dairy.

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SURVEY BEING MADE OF MARKETING CONDITIONS OF PURE-BRED LIVE STOCK

A study of the pure-bred live stock marketing conditions in the United States has been started by the Federal Bureau of Agricultural Economics. About 30,000 questionnaires have been sent out by the Live Stock, Meats and Wool Division, requesting sale prices of the pure-bred animals that were sold during 1922. When this information has been secured, it will be worked up in tabular form for publication. It is expected that the data will portray the existing conditions of the pure-bred business and assist both buyers and sellers to determine the value of breeding animals. The present effort is preliminary to the organization of a greater pure-bred live-stock marketing service.

SOME PROBLEMS OF COOPERATION LISTED BY MINNESOTA ECONOMIST

A list of fourteen problems confronting the 2,270 local cooperative selling and buying associations of Minnesota has recently been prepared by Dr. J. D. Black, Chief of the Division of Agricultural Economics, University of Minnesota, St. Paul. Dr. Black has itemized in the following manner the things that the cooperatives are either not doing at all or not doing well:

1. Controlling quality - easily the most important function of a co-operative. Some progress being made, but slow. More power needed to enforce specifications.
2. Standardizing production - getting farmers to produce the same type of product and the same variety. More progress being made in this line, but not rapidly enough.
3. Adjusting production to consumption - getting farmers to raise the kinds of produce the market wants.
4. Stabilizing production - getting farmers to produce the quantities of each product the market wants. Smoothing out the ups and downs of the production cycle.
5. Making consumption fit production - by advertising and sales campaigns. Getting consumers to absorb large as well as small crops.
6. Regulating the flow of produce to market - of importance with potatoes and several other types of produce. Easily over emphasized. Farmers sometimes lose by selling in the fall, sometimes by holding till spring.
7. Distributing the product - seeing that it goes to the market that needs it most.
8. Inspecting produce en route or at destination.
9. Handling claims.
10. Selling - making connections with actual buyers, in place of consigning to commission merchants. Important with some commodities.
11. Financing marketing operations - only for moving certain commodities do local cooperatives at present borrow funds as cheaply as they could.
12. Bargaining - local cooperatives are not at present on equal bargaining terms with buyers of some commodities; and where this is the case, they can get better prices by collective bargaining. Very easy to over emphasize.
13. Improving accounting and business practices - progress altogether too slow.
14. Research in marketing methods - such as has been done by the raisin growers and others.

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OKLAHOMA MARKET COMMISSION PUBLISHES A WEEKLY FOR-SALE LIST

A for-sale list is being issued each week by the Oklahoma State Market Commission, Oklahoma City. The list carries items on farm seeds, feed, hogs, cattle, mules, farm machinery and miscellaneous products. The "Monthly Bulletin" was reestablished by the Commission on April 20.

NORTH DAKOTA SEEKS MARKETS FOR SEED POTATOES IN SOUTHERN STATES

Special effort has been made by the Department of Marketing and Rural Finance of the North Dakota Agricultural College, Agricultural College, N. D., during the past winter to assist farmers of the State to locate satisfactory markets in the South for seed potatoes. Arrangements have been made with the Agricultural Experiment Stations in Alabama, Mississippi, Louisiana, Arkansas, Texas and Oklahoma to test certified potatoes grown in certain counties in North Dakota. Samples of the potatoes have been sent to these States by the North Dakota Experiment Station. A test made in Texas last year is reported as having given good results. Samples of seed potatoes have also been sent to Missouri, Iowa and Indiana where they will be given a thorough trial. In this manner specialists of the Agricultural College hope to locate permanent markets for certified seed potatoes grown by North Dakota farmers.

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WAVE LENGTH FOR BROADCASTING FEDERAL MARKET INFORMATION TO BE CHANGED

Beginning May 10, market reports prepared by the Federal Bureau of Agricultural Economics will be broadcast from radio station NAA, located at Arlington, Va., on a wave length of 435 meters. This change from the present 710 meters wave length will bring the broadcasting of the reports within the range of the receiving sets now most generally in use and will enable anyone within a radius of 300 miles of Washington, D. C., to receive the Federal market information broadcast by radiophone from this station.

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PERSONNEL CHANGES IN NEW YORK STATE DEPARTMENT OF FARMS AND MARKETS

A. E. Albrecht has been made Director of the New York City office of the State Department of Farms and Markets. Mr. Albrecht formerly held the position of Economist in that office. Sid Evans, who has been connected with various agricultural papers, and who, during the World War, was in Russia in Government publicity work, has been appointed as Cooperative Organizer. The New York office of the State Department is now located in the Dodge Building, Park Place, New York City.

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CHART SHOWS FUNCTIONS OF A COMMODITY MARKETING ORGANIZATION

A chart showing the organization plan of a state cooperative egg-marketing association has been prepared by the Extension Service of the University of Minnesota, St. Paul, Minn. The chart shows the functions of the local unit of the association, of the delivery points, which are usually creameries or inland stores, and of the State association. The relationship existing between the farmer and the State marketing agency is clearly expressed in this graphic way.

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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



May 16, 1923.

Vol. 3, No. 20.

ECONOMISTS OF MIDDLE WEST TO HOLD RESEARCH CONFERENCE

The desirability of organizing a Middle West Agricultural Economics Research Committee is to be discussed at a conference of agricultural economists of the Middle Western States, called at Chicago, Ill., May 18, by O. E. Bradfute, President of the American Farm Bureau Federation. Representatives will be present from colleges of agriculture, departments of agriculture, bureaus of markets, farm bureau federations, Federal reserve banks, and Federal land banks, and other organizations in the States of Illinois, Indiana, Ohio, Michigan, Wisconsin, Minnesota, North Dakota, South Dakota, Iowa, Nebraska, Kansas and Missouri. The Federal Bureau of Agricultural Economics will be represented by Dr. H. C. Taylor, Chief, and W. A. Schoenfeld, Director of Marketing Research.

The object of the conference is to discuss the research work which is now being carried on by the various organizations and to consider the advisability of organizing a Middle West Agricultural Economics Research Committee along lines similar to the New England Research Council on Marketing and Food Supply, Boston, Mass. The New England Council, since its organization a year ago, has made rapid strides towards coordinating the research work of the various New England agencies. It is thought by economists of the Middle Western States that a similar organization could render valuable service in stimulating and coordinating in those States research activities bearing upon agriculture in the fields of taxation, central market distribution, transportation, market and mortgage financing, farm income and production costs.

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POULTRY AND EGG MARKETING SURVEY TO BE MADE IN MARYLAND

Plans are now being made to conduct a poultry and egg marketing survey in Maryland. At a recent meeting held in Baltimore, W. A. Schoenfeld, Director of Marketing Research, and Roy C. Potts, Specialist in Marketing Dairy Products, Federal Bureau of Agricultural Economics, conferred with representatives of the Extension Service of the University of Maryland, the State Farm Bureau Federation, the State Poultry Association, and the Atlantic Coast Poultry Producers' Association, regarding the extent of such a study and methods for conducting it. A second conference will be held May 19 when it is expected that definite conclusions will be reached.

STUDY BEING MADE OF WOOL GRADES FROM PURE-BRED SHEEP

In an effort to correlate the various breeds of sheep and the grades of wool yielded by them, the Live-Stock, Meats and Wool Division of the Federal Bureau of Agricultural Economics has begun a study of wool from pure-bred sheep. The need for such correlation has long been realized, but it has been necessary first to establish official United States wool standards. This is now being done and a definite measure has been provided by which to judge the fineness of fiber found in the pure-bred fleeces.

This study is essentially dependent on the cooperation of breeders of pure-bred sheep throughout the country, from whom the Federal Bureau is soliciting staples of properly labelled wool. Requests are being sent out with instructions for drawing the staples. When sufficient staples and information have been secured, they will be classified, tabulated, and analyzed, and a published report issued. When requested, the Bureau will report on each fleece for which sufficient information and staples are furnished.

The cooperation of all State agricultural colleges and State bureaus of markets is earnestly requested in interesting the pure-bred sheep breeders in contributing these staples direct to the Washington office of the Federal Bureau of Agricultural Economics.

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FEDERAL MARKET NEWS SERVICE TO BE EXTENDED

A joint Federal-State market news office for fruits and vegetables will be opened at Salt Lake City, Utah, about July 1 when the new Federal leased-wire service from Kansas City to San Francisco is expected to be installed. The State Board of Agriculture is arranging to furnish office space and the necessary clerical help in order to insure the establishment of the new office. It is probable that J. R. Duncan, recently Supervising Inspector on the Western Slope of Colorado, will be in charge of the Market News office in Salt Lake City.

The expansion of the Federal Market News Service, which will take place after July 1, will also involve the opening of permanent branch offices at Atlanta, Ga., Denver, Colo., San Francisco, Calif., Portland, Ore., and possibly Sacramento, Calif., in addition to those already in operation. These will all be distributing as well as receiving centers for market information on fruits, vegetables and live stock.

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APPROVED WOOL-MARKETING METHODS BEING URGED IN WISCONSIN

Instruction in approved methods of shearing and preparing wool for market in order to realize full market value, is being offered the wool growers of Wisconsin by the State Department of Markets, Madison, Wis. The Department of Markets is also urging wool growers to cooperate in the grading and marketing of their fleeces and thereby profit from the results of standardization.

BULLETIN DESCRIBES COOPERATIVE MOVEMENT IN MINNESOTA

More farmers buy and sell cooperatively in Minnesota than in any other State, according to figures summarized by Dr. H. B. Price, Assistant Professor of Agricultural Economics, University of Minnesota, St. Paul, in a bulletin entitled "Farmers' Cooperation in Minnesota," just issued by the Minnesota Experiment Station.

In his study of the cooperative movement in Minnesota, Dr. Price found that there was a total of 4,500 cooperative associations in Minnesota in 1922 as compared with 3,500 in 1917, or a net gain of 1,000 in the five-year period. The volume of business transacted increased from \$119,070,000 in 1917 to \$144,000,000 in 1922. In classifying the 2,060 marketing organizations found to be in existence in 1922, it was noted that 148 were potato shipping associations, 483 farmers' elevators, 655 live-stock shipping associations, 645 creameries, 69 cheese factories, 44 wool growers' associations, 6 fruit and vegetable associations, and 10 central market organizations.

The federation of local marketing associations for central marketing has been a significant development of recent years, the bulletin states. Eight of the eleven cooperative central marketing associations have been established since 1917.

Dr. Price, in his study, notes a tendency among cooperatives to effect a larger sized, more economical business unit. Improvement is also noted in systems of accounting used.

Successive chapters of the bulletin are devoted to cooperative creameries and their central marketing agency, cooperative milk marketing, cheese factories, farmers' elevators, potato shipping, live-stock shipping, egg marketing, etc.

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READING MATERIAL ON MARKETING COMPILED BY VIRGINIA EXTENSION DIVISION

A short list of suggested reading matter on marketing has been compiled by the Extension Division of the Virginia Polytechnic Institute, Blacksburg, Va., for the use of county agents and farmers. Included in the list are books by prominent agricultural economists and bulletins published by the United States Department of Agriculture and by the agricultural colleges of several States. The reading of such literature will prove very helpful alike to county agent and farmer, the Virginia Extension Division advises.

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EXTENSION WORK TAUGHT AT IOWA STATE COLLEGE OF AGRICULTURE

The growing interest in agricultural extension work has led the Iowa State College of Agriculture, Ames, to offer a course for the training of students planning to take up positions as extension workers. Twenty-six young men and women, mostly upper classmen, are enrolled in the present class and are learning the fundamentals of extension activities.

STUDY BEING MADE OF COTTON MARKETING BY COOPERATIVE ASSOCIATIONS

The Federal Bureau of Agricultural Economics is making a study of the character of cotton handled through the several State cooperative cotton-marketing associations and the influence of the character of cotton on sales, and also the relation between the prices received on the open market and those received by the cooperative associations. E. A. Hodson, Agent in Cotton Marketing Demonstrations, Little Rock, Ark., is making the study and is visiting points in Alabama, Georgia, South Carolina and North Carolina. Upon completion of the survey he will make his report to the Washington headquarters of the Federal Bureau.

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INSPECTION OF BERMUDA ONIONS UNLIKELY THIS SEASON

It is unlikely that any cooperative shipping-point inspections will be made on Texas Bermuda onions this season because of the very unusual quality of the crop. Adverse weather conditions have resulted in more splits, doubles and seed stems than ever before known. A representative of the Federal Bureau of Agricultural Economics has been in Texas for the past two weeks ready to institute the service on behalf of the State and Federal Departments and reports that it seems likely that no attempt will be made to ship any considerable part of this crop under the official grades of the State.

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MAINE PLANS SHIPPING-POINT INSPECTION SERVICE AGAIN THIS YEAR

Three thousand dollars was specifically appropriated by the Maine Legislature for shipping-point inspection work this year. With allotments which can be used from other funds, this will give the State about \$4,000 which can be invested in this work. The State Division of Markets, Augusta, Me., will probably insist upon guarantees of a sufficient amount of patronage to make this service in Maine approximately self supporting before extensive work will be undertaken.

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WYOMING WAREHOUSEMEN INTERESTED IN TENTATIVE FEDERAL WOOL GRADES

Warehousemen and wool growers of Wyoming are being shown, by means of demonstrations, the wool grades as tentatively formulated by the Federal Bureau of Agricultural Economics. A wool specialist of the Federal Bureau is now in that State visiting the warehouses licensed under the United States warehouse act and explaining all the points of the grades. It is expected that the wool grades will be promulgated by the Secretary of Agriculture in the near future.

CONFER WITH PRESIDENT REGARDING TARIFF ON VEGETABLE OILS

Among the delegates attending the conference, May 7, with President Harding regarding tariff on vegetable oils, with special reference to peanuts, were: J. H. Meek, Director, Virginia Division of Markets; J. J. Brown, Commissioner of Agriculture in Georgia; L. B. Jackson, Director, Georgia Bureau of Markets; W. W. Webb, Live-Stock Specialist of Georgia Bureau of Markets and president of the Georgia Peanut Growers' Association; Clifford W. Walker, governor-elect of Georgia; B. Harris, Commissioner of Agriculture in South Carolina; M. C. Allgood, Commissioner of Agriculture in Alabama; and others representing cotton mills, and national organizations.

The representatives to the conference were interested in having the present tariff continued until this season's crop is marketed.

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SHORT COURSES FOR ELEVATOR MANAGERS BEING HELD IN IOWA

Wide interest is being shown in the two-day short courses conducted for officers and managers of farmers' elevators by the Extension Service of the Iowa State College of Agriculture, Ames, Iowa. The course usually takes the form of round-table discussions, led by specialists of the College. Accounting methods are thoroughly analyzed, also problems confronting the management of the elevators. Interest is also shown in cooperative marketing questions. At the meetings recently held at Iowa Falls and Sheldon, demonstrations in the grading of corn and oats were given by R. C. Wright, Federal Grain Supervisor at Sioux City, Iowa.

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PROGRESS BEING MADE IN VIRGINIA'S POULTRY AND EGG MARKETING SURVEY

The poultry and egg marketing survey, being conducted cooperatively in Virginia by the State Division of Marketing, the State Extension Service, and the State Farm Bureau Federation, is reported to be progressing satisfactorily. The president of the Virginia Poultry Producers' Association states that he expects to have the desired number of contracts signed for the establishment of a State federation in time for opening an active business at an early date.

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APPROPRIATION MADE FOR SHIPPING-POINT INSPECTION IN NEW YORK STATE

The legislature of New York has appropriated \$6,000 for shipping-point inspection of fruits and vegetables. This will make it possible for the Bureau of Markets and Storage of the State Department of Farms and Markets, Albany, N. Y., to carry on this work in the late summer and fall on a somewhat larger scale than was conducted in New York State last year.

MARKETING BULLETIN PUBLISHED BY THE VIRGINIA DIVISION OF MARKETS

"Marketing Farm Products" is the subject of a 24-page bulletin just issued by the Virginia Division of Markets, Richmond, Va. The information contained in the bulletin is largely a revision for Virginia conditions of University of Kentucky Extension Circular No. 130, prepared by O. B. Jesness, and of the circular entitled "Marketing Functions," compiled by R. H. Elsworth and G. O. Gatlin of the Federal Bureau of Agricultural Economics.

The bulletin briefly covers the following topics: What Marketing Includes, How the Farmer Sells His Products, Central Markets, Middlemen and Their Services, Transportation and Storage, Prices of Farm Products, Use and Value of Crop Reports in Marketing, Market Information, Standardization - Grading - Inspection, Cooperative Marketing, Organizing for Cooperative Marketing, Improvements in Marketing Methods of Farmers. Following the text on each subject are a few questions designed to assist the reader in studying the various marketing functions. A list of the publications relating to marketing issued by the United States Department of Agriculture is included.

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ALL CHICAGO HAY TO PASS FEDERAL INSPECTION

So satisfactory has the Federal inspection on hay been, that the Chicago Hay Exchange has completed arrangements to have all hay arriving in Chicago for the Exchange inspected according to the Federal standards. The Chicago Hay Exchange was one of the first organizations in the country to have Federal inspection. The original arrangement provided only for inspection when requested by dealers. Under the new agreement it is estimated that from nine to ten thousand cars of hay will be inspected annually in Chicago.

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ADDITIONAL MARKET NEWS STATIONS TO BE OPENED SOON

Temporary field stations for the issuing of market reports probably will be opened by the Federal Bureau of Agricultural Economics at the following points on the dates indicated: Charleston, S. C., potatoes, May 16; Monett, Mo., strawberries, May 17; Bowling Green, Ky., strawberries, May 21; Brawley, Calif., cantaloupes, May 21; Ocala, Fla., watermelons, May 28; Fort Valley, Ga., peaches, June 1; Crystal Springs, Miss., and Jacksonville, Tex., tomatoes, June 1.

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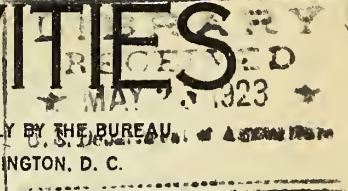
KENTUCKY SECTION OF MARKETS APPOINTS AN EXTENSION MAN

J. W. Jones has been appointed extension specialist in the Section of Markets, University of Kentucky, Lexington, Ky., superseding M. O. Hughes. Mr. Jones was formerly county agent in LaRue County.

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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



May 23, 1923.

Vol. 3, No. 21.

OFFICIAL UNITED STATES STANDARDS FOR WOOL ANNOUNCED

On May 18, 1923, the Secretary of Agriculture signed the public notice announcing the official wool standards of the United States for grades of wool, effective July 1, 1923. Seven grades have been established as follows: Fine, 1/2 Blood, 3/8 Blood, 1/4 Blood, Low 1/4 Blood, Common, and Braid.

The establishment of these standards is the result of investigations conducted over a period of several years by the Department of Agriculture in the development of standards for the principal value-determining properties of wool. These properties are: (1) diameter of fiber, (2) length of fiber, (3) spinning quality of fiber, and (4) shrinkage of wool, the fineness of fiber being regarded as basic.

At the public hearings which were held at the close of the field investigations, the joint Committee on Research and Standardization, representing the National Association of Wool Manufacturers, the American Association of Woolen and Worsted Manufacturers, and the National Association of Woolen and Worsted Yarn Spinners, recommended that an effort be made to correlate the United States' and British wool classifications. This will now be attempted and a system of nomenclature that will take cognizance of the imported wool, amounting to about 60 per cent of our consumption, will be established.

Further steps in the wool standardization work planned, are: (1) the development of a standard terminology for length, on which some progress has been made; (2) development of standards for spinning qualities of the fiber; and (3) development of standards for describing or indicating the shrinkage, and the degree of foreign matter in the wool. As these problems are studied further standards will be promulgated.

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TENTATIVE SPECIFICATIONS FOR BEEF GRADES ISSUED

Tentative specifications for the purchase of fresh and frozen beef have been issued by the Live-Stock, Meats and Wool Division of the Federal Bureau of Agricultural Economics. These specifications are on the basis of grades and the grade description in detail is made a part of each specification. They are prepared primarily for the purchasing departments of Federal and State Government Institutions. These grades have been in use by the Market Reporting Service of the Federal Bureau since 1917, and embody the results of several years of study of the needs of the meat industry and Government Institutions in particular. The specifications are at present being used by the United States Shipping Board with satisfactory results.

CREAM-GRADING CAMPAIGN PROGRESSES IN MISSOURI

The cream-grading program in Missouri, which was started by the State Marketing Bureau, Jefferson City, about a year ago, is still in progress, with some new features added for 1923. Grading demonstrations have been held in about 700 different towns in all of the 114 counties. The creamerymen of Missouri are strongly back of the Marketing Bureau in its efforts and have repeatedly gone on record as stating that an improvement in the quality of cream is perceptible and is increasing. A number of other States, commencing this year, are following a cream-grading plan closely patterned after the Missouri program.

A distinctive feature in Missouri is the unusual support secured from the creamerymen. Recently the creamerymen agreed to permit the Missouri State Marketing Bureau to send a letter to all of their respective buying stations instructing them to buy cream on a graded basis and to pay a differential of three cents a pound between No. 1 and No. 2 grade butterfat. These letters have been mailed to approximately 2,000 of the 2,300 licensed cream-buying stations of Missouri on the letterheads of the various creameries, and over their respective signatures.

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OREGON EXTENSION SERVICE HOLDS STATE MARKETING CONFERENCE

A State marketing conference was recently held by the Extension Service of the Oregon Agricultural College, Corvallis, Ore., in order (1) to obtain a common viewpoint in regard to the marketing of agricultural products, (2) to develop a definite marketing program for each agricultural commodity, (3) to coordinate production and marketing in so far as feasible, and (4) to obtain recognition of the leadership of the College on the marketing subject as well as on production. County agents from different parts of the State, especially interested in marketing work, met with representatives of the Extension Service, the Experiment Station, and the Bureau of Rural Organization and Markets, and thoroughly discussed with them the various points vital to the conduct of the work.

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SHORT COURSE BEING GIVEN FOR OHIO ELEVATOR MANAGERS

Ohio's first short course for managers of grain elevators is being offered this week at the College of Agriculture, Ohio State University, Columbus, Ohio. The first class day was devoted to a discussion of sales methods; the second, to grain standards and terminal markets; and the third to speculation. The fourth day the subject of hedging will be the chief topic, and on Saturday, general discussions on various subjects will be entered into. About half of the time is given to practice work in accounting and in grain testing and grading.

Members of the farm crops and rural economics departments at the University are uniting in offering this course.

STRAWBERRY MARKET REPORTS BROADCAST BY MISSOURI STATION

Daily radio market reports on strawberries are being broadcast from station WOS operated by the Missouri State Marketing Bureau, Jefferson City, Mo. At 8:00 a.m. the report gives the previous day's shipments from all States; at 9:00 a.m. shipping-point information from Hammond, La., Chadboune, N. C., Ripley, Tenn., Judsonia, Ark., Monett, Mo., and Bowling Green, Ky.; at noon, the report covers the Chicago, Cincinnati, Pittsburgh, and other markets; and at 2:00 p.m., information from the St. Louis and Kansas City markets is broadcast.

This information on strawberries is especially designed for Missouri and Arkansas growers and shippers but it has also been called to the attention of growers and shippers in Kentucky and Tennessee through newspapers and through the daily strawberry reports issued from the field stations operated by the Federal Bureau of Agricultural Economics at Bowling Green, Ky., and Ripley, Tenn. The State Marketing Bureau has installed a radio receiving set in the temporary field station opened by the Federal Bureau at Monett, Mo., for the issuing of market reports on strawberries during the shipping season.

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CITY MARKET DIRECTOR TO BE APPOINTED IN ATLANTIC CITY, N. J.

In order to simplify the buying of perishable food products required by the innumerable hotels and boarding houses, as well as by the large resident population, Atlantic City, N. J., will bring its entire marketing system under the supervision of a City Market Director. This decision is in line with the plan recently outlined by the State Bureau of Markets, Trenton, N. J., in an effort to solve some of the problems of the modern food-distribution practices. The new plan is expected to eliminate much waste of farm products and expensive distribution and one of its important functions will be to keep producers and buyers more closely informed as to supply and demand.

The State Bureau of Markets recommended the City Market Director system after a thorough investigation which revealed the need for establishing more efficient distributing methods by reducing some of the present costs of retailing or by eliminating unnecessary costs.

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PHOTOGRAPHS WILL ILLUSTRATE USE MADE OF MARKET-NEWS REPORTS

In order to illustrate what manner of use is being made of the Federal market-news information broadcast by the Missouri State Marketing Bureau from its radio station WOS at Jefferson City, Mo., the State Bureau is collecting a number of photographs of bulletin boards used by various agencies in displaying the market reports. The market-news bulletin boards will be used in illustrating newspaper and magazine articles describing the State-Federal market-news service.

NEW JERSEY BUREAU OF MARKETS RECOMMENDS VARIETY POOLING PLAN

The variety pooling plan, a policy recommended by the New Jersey State Bureau of Markets, Trenton, N. J., has been adopted by the Jersey Fruit Growers' Cooperative Association and will be used this year in handling the peach and apple crop. Disadvantages of the daily and weekly pooling plan are said to have convinced growers that a seasonal pooling system will be the more fair and practical method.

In a shorter pooling period, it is pointed out by the State Bureau of Markets, there is the possibility of prices fluctuating over night. Where a cooperative association orders one member's crop packed and shipped one day, the price may jump either way before a fellow member, with the same variety of produce, ripening at the same time, can get his crop cleared through the packing house. The seasonal pooling plan, it is contended, contributes to the true cooperative spirit of the marketing organization and will insure every member satisfaction when the returns are distributed.

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FORM OF TELEGRAPHIC LIVE-STOCK REPORTS CHANGED

For more than forty years the commercial telegraph companies have supplied their subscribers with live-stock and other market information. Since the creation of the Market-Reporting Service of the Federal Bureau of Agricultural Economics, the Live-Stock, Meats and Wool Division has been supplying the telegraph companies with the live-stock information used. These data are then transmitted to subscribers by the commercial news department in code form. A recent investigation showed that the information was being incorrectly disseminated or interpreted by many of the subscribers. It was therefore deemed advisable to change the form of the reports sent. A briefer report embodying the most important facts is now being sent as a regular message. Elimination of the code will distribute the Government live-stock information impartially, and it is believed that the new form will render better service.

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BULLETIN DESCRIBES THE MARKETING OF KENTUCKY STRAWBERRIES

"The Marketing of Kentucky Strawberries" is the title of Bulletin No. 246, recently issued by the Experiment Station of the University of Kentucky, Lexington, Ky. The authors, O. B. Jesness, Chief, Section of Markets, and D. G. Card, Assistant in Marketing, describe the growth of the strawberry industry in Kentucky and the gradual development of the co-operative method of marketing the crop. The various practices followed by the cooperative marketing associations in preparing the fruit for shipment are given in detail. Some of the problems encountered in the marketing of Kentucky strawberries are enumerated, together with suggestions for improving some existing methods. Charts, maps and tables supplement the text.

MINNESOTA PREPARING SEVERAL BULLETINS ON FARMERS' MARKETING PROBLEMS

Several bulletins dealing with farmers' marketing problems have been published or are in the process of preparation by the Division of Agricultural Economics, University of Minnesota, St. Paul. Supplementing Experiment Station Bulletins Nos. 184 and 202, entitled respectively, "Farmers' Cooperation in Minnesota, 1913-1917," and "Farmers' Cooperation in Minnesota, 1917-1922," there is now being printed a bulletin on the marketing of live stock. Another on creamery organizations is nearly ready for publication. Overhead cooperative organizations will be dealt with in another bulletin.

Dr. H. B. Price, Assistant Professor of Agricultural Economics and author of Experiment Station Bulletin No. 202, is preparing a monograph on the organization of the Twin City market. This will include a study of the geography and a short history of the Twin Cities as markets for produce and their facilities for handling fruits, live stock, butter, eggs, poultry, grain, hay and milk. The monograph will contain about 300 pages and will, it is expected, be issued next fall.

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LIST COMPILED OF COOPERATIVE ASSOCIATIONS IN NEW YORK STATE

A list of the cooperative associations in New York State has been compiled by the Bureau of Cooperative Associations of the New York State Department of Farms and Markets, Albany, N. Y. The list shows the status of the associations on January 1, 1923, organized under article 13-A of the membership corporation law of New York. The name and address are given for each association, together with the year in which organized, the activity, and affiliation, if any, and name of secretary. The associations are also classified according to their various activities.

The Bureau of Cooperative Associations is authorized to investigate and recommend useful methods of cooperative production, marketing and distribution of farm products within the State; to aid in the organization and operation of cooperative associations among producers and consumers of farm products; and to administer the regulative duties imposed by cooperative laws. C. R. White is Director of the Bureau.

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FARMERS' BUSINESS ORGANIZATIONS CLASSIFIED BY COMMODITIES

Partial lists of farmers' business organizations in the United States have been prepared by the Division of Agricultural Cooperation of the Federal Bureau of Agricultural Economics. The lists, based on an extensive survey which the Bureau has been making, classify the organizations according to the commodities handled, and by States. The commodities covered are: cotton and cotton products; dairy products; forage crops; fruits; fruits and vegetables; vegetables and truck crops; grain and dry beans; live stock; nuts; poultry and poultry products; tobacco; wool and mohair.

EXPLAINS DIFFERENT TYPES OF COOPERATIVE ASSOCIATIONS

Some of the chief differences between the centralized or commodity type and the decentralized or federated type of cooperative marketing organizations have been listed by Dr. H. B. Price, Assistant Professor of Agricultural Economics, University of Minnesota, St. Paul. According to Dr. Price, the "federated" type of organization predominates in Minnesota and adjoining States, while the "commodity" type prevails on the Pacific Coast and in the South. The differences between the two kinds of organizations have been set forth by Dr. Price, in order to determine which type is best suited to Minnesota's needs.

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FEDERAL BUREAU ISSUES CIRCULAR ON "AGRICULTURAL COOPERATION"

"Agricultural Cooperation" is the title of a mimeographed circular issued every second week by the Division of Agricultural Cooperation of the Federal Bureau of Agricultural Economics. The circular is made up largely of legal, economic and statistical information regarding farmers' business organizations in this and foreign countries. The activities of many of the more important of the farmers' organizations in the United States are covered in considerable detail.

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SHEARING RULES OFFERED TO MINNESOTA WOOL GROWERS

The Extension Service of the University of Minnesota, St. Paul, is cooperating with the Minnesota Cooperative Wool Marketing Association in bringing to the attention of wool growers of the State the necessity of carefully handling the wool at shearing time. Rules to be observed in order to command full market value for wool have been issued.

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NEW MEXICO COTTON GROWERS PLAN TO MARKET CROP COOPERATIVELY

Plans are under way in Eddy County, N. M., to market the cotton crop cooperatively this year. C. A. McNabb, Extension Agent in Marketing, State College, N. M., has been conferring with leading growers regarding the methods to be used. The growers are planning to employ a licensed grader to grade and classify all of the 1923 crop.

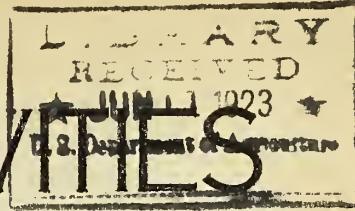
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BULLETINS TO EXPLAIN THE STANDARDIZATION OF LIVE-STOCK PRODUCTS

A series of bulletins on the standardization of live-stock products is being prepared by the Live-Stock, Meats and Wool Division of the Federal Bureau of Agricultural Economics. The first bulletin, which deals with the official classes and grades for beef, will soon be ready for publication.

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STATE AND FEDERAL MARKETING ACTIVITIES



CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 31, 1923.

Vol. 3, No. 22.

MIDWEST AGRICULTURAL ECONOMICS RESEARCH COUNCIL TO BE FORMED

As a result of the Research Conference held in Chicago, May 18, plans are now under way for the formation of the Midwest Agricultural Economics Research Council. This Council will be organized along lines similar to the New England Research Council on Marketing and Food Supply, Boston, Mass., which has done much in coordinating the research activities in the New England States. Like the New England organization the Midwest Agricultural Economics Research Council will coordinate studies on agricultural economic problems, acting in an advisory capacity only, and in no way attempting to control the activities of its members. It was decided that the membership to the Council should consist of government bodies, educational institutions, research agencies, trade associations, farm organizations, and business concerns engaged or actively interested in economic studies.

An Executive Secretary will be appointed who will be a representative of the Federal Bureau of Agricultural Economics. He will maintain a central office at Chicago, keep records of different projects undertaken, and be custodian of such material and records as are gathered. The organization committee in charge of setting up the Council is composed of W. A. Schoenfeld, Director of Marketing Research, Federal Bureau of Agricultural Economics; Dr. B. H. Hibbard, University of Wisconsin; H. W. Moorhouse, American Farm Bureau Federation; and G. E. Stephens, Illinois Chamber of Commerce.

Over one hundred representatives of various organizations from all sections of the Middle West attended the Research Conference to work out plans for the formation of the Council. The official delegates to the conference represented four State boards of agriculture, eleven universities, seven State railroad and public utility commissions, five chambers of commerce, fourteen banks and bankers' associations, nine State farm bureaus, the American Farm Bureau Federation, and the Federal Bureau of Agricultural Economics.

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MASSACHUSETTS BUREAU OF MARKETS TO ISSUE WEEKLY FEED REPORTS

Arrangements have been made by the Massachusetts State Bureau of Markets, Boston, Mass., and the Federal Bureau of Agricultural Economics, to issue weekly reports on market conditions and prices for principal feeds, feedstuffs, grain, hay and straw at certain points in Massachusetts. The reports, based on information furnished by the Federal Bureau, will cover Boston, Springfield, Pittsfield, Worcester, Lowell, Fitchburg and Bedford.

NEW JERSEY BUREAU OF MARKETS HOLDS A TRANSPORTATION CONFERENCE

In anticipation of a large fruit crop in New Jersey this year, the State Bureau of Markets, Trenton, N. J., recently held a conference with transportation companies in regard to securing their cooperation in the efficient distribution of the crop. Representatives of the big transportation companies assured the State marketing officials that more and better refrigerator cars will be available for moving perishable crops of New Jersey farms this year. At the same time the railroads requested the aid of farmers in the claim-prevention movement through adoption of better grading and packing methods. Claims for perishable products damaged in transit now form a large source of loss to both railroads and growers, the conference representatives reported, and add to the cost of freight rates.

The railroads recently organized a special program of service to farmers which will include education of shippers to the economic necessity of standardizing fruits and vegetables and improving the types of packages. Standard packages and standard grades, it was agreed by both the railroad and marketing men, offer the most promising means of reducing losses and preventing freight claims.

More careful harvesting of all perishable crops intended for long shipments was urged so that goods could be started to market in the best possible condition. While weather conditions are beyond control of shipper or transportation companies, it was recognized that proper precautions in loading and proper equipment of cars would do much to overcome the effect of bad weather on shipments.

Delays in transit and at terminals are obstacles the railroads and State Bureau of Markets will endeavor to eliminate further this year under the cooperative service agreement. Shipping-point inspection of staple fruits and vegetables, as introduced in New Jersey last year and adopted by many growers, was strongly endorsed by the railroad men. This method, it was asserted, protected shippers, carriers and buyers. A. L. Clark, Chief of the State Bureau of Markets, explained that the inspection service is a natural development of the program of standardization which New Jersey is seeking to carry out in common with other States and with the Federal Bureau of Agricultural Economics. This program provides for the establishment of standard grade qualifications and terminology so that various farm products may be described in such a manner, as to variety and quality, as to be easily identified by producers, dealers, carriers and buyers. So satisfactory were the results of shipping-point inspection last year that plans are under way to extend the service considerably during the coming season.

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LETTUCE MARKETING BEING UNDERTAKEN BY COLORADO CLUBS

Club boys and girls of Colorado are being taught the correct methods to use in marketing head lettuce, by means of practical demonstrations given by club leaders of the Extension Service, Colorado Agricultural College, Fort Collins. Instruction is given in approved methods of sorting, grading and packing lettuce preparatory for shipment. By means of charts and pictures, the club members learn how to ice the crates and load them in cars.

UTAH POULTRYMEN FORM STATE-WIDE MARKETING ASSOCIATION

Utah poultrymen have decided that the cooperative method of marketing eggs is more satisfactory and profitable than the individual sales method. With the assistance of specialists of the Utah Agricultural College, Logan, Utah, there has been organized a State-wide association, known as the Poultry Producers' Marketing Association. This association has contracted with a marketing agency to market the eggs furnished by the members of the association at a flat rate of one cent a dozen. The expense of candling, grading, cases and freight is carried by the producers.

In each county participating in this association there is a county organization and, so far as possible, local organizations in the county. The State is divided into fifteen districts and the members in each district elect one representative to a State Marketing Committee. This committee of fifteen has the power to check over the books and accounts of the marketing agent at any time and as soon as the committee decides that the marketing agent is making more than a reasonable profit at one cent a dozen, it is agreed that the rate can be reduced. In this way the members of the association are not obligated in any way financially in the expense of marketing. The marketing agent was required to put up an indemnity bond for \$50,000 which is to be increased at any time that the committee of fifteen decides that it is not sufficient to guarantee payment for the eggs received.

Each week's receipts are pooled together and the price for the week determined by the average price of the eggs. The producer is paid for his eggs within fifteen days after they are received. In the larger districts trucks call right at the producer's residence for his eggs and take them directly to the packing house. It is also arranged that these trucks can at any time bring supplies and certain feeds which are being purchased by the association in bulk.

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EXTENSIVE USE MADE OF RADIO MARKET REPORTS IN WISCONSIN

Individuals, dealers, shipping associations, banks and newspapers are making extensive use of the radio market reports broadcast six times a day by the Wisconsin Department of Markets, Madison, Wis., from its powerful radio station located at Waupaca. In many cases the reports are posted at cheese factories, creameries or at warehouses. A number of the daily newspapers of the State are copying each day's reports as they are sent out by the radiophone station for use on their market page. One newspaper has made arrangements to furnish the local telephone company with the reports each day to be read to the rural subscribers after a general ring has been given to call the farmers to the phone. Special blanks for copying the reports have been prepared by the State Department of Markets and a year's supply can be purchased at a small cost.

The Department is planning to enlarge its radio market reporting service to an extent that will permit the discontinuance of the mail reports which are also being furnished the public. The mail reports reach the subscribers a day or two after they are issued and thus are less valuable than the radio reports.

SHIPPING-POINT INSPECTION SERVICE GROWS IN POPULARITY

Interest in State-Federal cooperative shipping-point inspection has spread rapidly from one State to another since the inauguration of the service last July. Approximately 52,000 inspections were made from July 1, 1922, to March 1, 1923, at hundreds of loading points in 19 States. In some States all fruits and vegetables grown within the State were subject to inspection upon the request of shippers, while in other localities only a limited number of commodities were included. Colorado reported 19,007 inspections; California, 13,438 inspections; Idaho, 8,279; Washington, 6,018; and New Jersey, 1,512. Other States that now have shipping-point inspection under the cooperative arrangement are: Florida, Georgia, Maine, Massachusetts, Missouri, Montana, New York, North Dakota, Ohio, Oregon, Pennsylvania, South Carolina, South Dakota, Utah, Virginia, West Virginia, and Wisconsin. Plans are under way to extend the scope of the service to other States beginning with the coming fiscal year.

Shipping-point inspection has done much to influence the grading and standardization of farm products and to effect a uniform application of recognized standards in the various States. Instead of shipping low quality products to market and sustaining the loss of the portion which is rejected because of inferior quality or condition, shipping-point inspection enables the shipper to correct such deficiencies at loading point before the car leaves his control. Savings in freight charges on below-grade stock and higher net returns are thereby effected. Properly graded and correctly packed fruits and vegetables bring a premium on the market.

A State-Federal certificate on quality and condition at time of loading is an aid in making f.o.b. sales, and assures the city dealer of standard products. In the event of litigation with carriers or receivers, the shipper is protected in Federal and State courts if he can produce a certificate showing that an impartial inspection has been made of his car at loading point and that the contents were up to the required standard. Although shipping-point inspection is a form of insurance it will not attain its highest goal until growers and shippers learn that their products will be accepted because they are properly graded and packed and not merely because they are backed by a certificate.

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GOVERNMENT MAKES POULTRY INSPECTIONS FOR STEAMSHIP LINES

At the request of the Munson Steamship Lines, New York City, the Live-Stock, Meats and Wool Division of the Federal Bureau of Agricultural Economics, inaugurated an inspection service for quality and condition of poultry purchased for their steamships operating between New York City and South American ports. Meat inspection was not requested since the meat supplies at present are purchased in South America at prices lower than those prevailing in the United States. The poultry inspection service was undertaken as a further experiment in testing the tentative grade specifications for poultry.

RADIO MARKET REPORTS TO BE MADE AVAILABLE TO NEW JERSEY FARMERS

Radio will play an increasingly important part in keeping the New Jersey farmer informed of selling prices for his products in distant cities during the coming summer, according to plans now being perfected by the State Bureau of Markets, Trenton, N. J. By listening in at his farm-house radio, the grower can receive the daily market reports broadcast from stations in New York City and Philadelphia, indicating the conditions of supply and demand in various cities.

The State Bureau of Markets will cooperate with the New York and Pennsylvania marketing bureaus and the Federal Bureau of Agricultural Economics, in collecting and distributing market information by wireless. The reports will cover markets in New York, Newark and Philadelphia on seasonable fruits and vegetables, and Boston and Pittsburgh on special crops.

A surprisingly large percentage of farmers in New Jersey are said to have installed radio receiving equipment in their homes. Banks and newspapers in the farming sections of the State also have arranged to receive this market information and post it on bulletin boards for further dissemination. Growers and shippers have expressed their interest in the service and are quoted as saying that it will be of inestimable value to them to have this early information and that it will be a big factor in promoting better distribution of farm produce.

In addition to the radio market news service the State Bureau will continue its mail and telegraph service direct to newspapers and growers.

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FEDERAL LIVE-STOCK MARKET REPORTING SERVICE TO BE EXPANDED

Plans are being made to expand the live-stock market reporting work of the Federal Bureau of Agricultural Economics with the beginning of the new fiscal year, July 1. Offices will be established at Denver, Colo., Salt Lake City and probably Ogden, Utah, to cover market conditions in the live-stock area of the Rocky Mountain States. Additional help will be assigned to the Los Angeles and San Francisco offices, and it is also hoped to cover the Portland, Ore., market, thus caring for the Pacific Coast States. In the East, a reporting service for the wool market at Boston will be established. A live-stock market reporter will be stationed at Jersey City, N. J., thus extending the live-stock reporting service from coast to coast. In the Southeast, the live-stock market reporting service at Atlanta, Ga., will be resumed.

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PRESIDENT OF MICHIGAN AGRICULTURAL COLLEGE RESIGNS TO TAKE UP NEW WORK

Dr. David Friday has resigned as president of the Michigan Agricultural College, Lansing, Mich., to accept a professorship in economics at the New York School of Social Research, New York City. It is reported that he will also engage in editorial work for an Eastern journal.

HOG MARKETING IMPROVED AT LOS ANGELES MARKET

A plan that is claimed to provide for more satisfactory and orderly marketing of hogs on the Los Angeles market has been worked out through the cooperation of the local stockyards company, the commission men and a representative of the Packers and Stockyards Administration of the United States Department of Agriculture.

In the past, hog prices at this market have been based largely on the top price at Wichita, Kans., a secondary market. The new arrangement, put into effect about May 1, provides for a premium of \$1.60 a hundred pounds above the hog market top at Kansas City, a principal market. Early trading is one of the advantages which is resulting from the new basis of prices, trading now being under full headway before 9 o'clock in the morning.

According to the plan, packers of Los Angeles and in that vicinity place their orders one week in advance with a committee of the Los Angeles Live-Stock Exchange for the number of hogs they will need the following week. The commission firms then get in touch with their patrons, and arrangements are made to obtain the required number of hogs. If the full supply needed can not be obtained, the packers are notified so that they may be able to secure enough from eastern markets to make up the deficit. The \$1.60 premium is for top hogs of 160 to 190 pounds.

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LOUISIANA EXTENSION DIVISION LOCATES NEW LIVE-STOCK MARKET

The Extension Division of the Louisiana State University, Baton Rouge, La., is endeavoring to develop a market in the Latin-American countries for Louisiana live stock. Recently the Department of Agriculture in Costa Rica requested the Louisiana Extension Division to purchase for it some pure-bred Duroc-Jersey hogs. Accordingly, a shipment was made of pure-bred registered stock representing some of the best breeding animals to be found in Louisiana. Through such transactions the Extension Division hopes to establish a good reputation for Louisiana live stock.

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OKLAHOMA AUTHORIZES STATE-AID ELEVATORS

The Oklahoma State Legislature, during its recent session, passed a bill providing for a fund of \$1,250,000 for the establishment of State-aid terminal and local elevators. According to the provisions of the law any fifty farmers in Oklahoma may join in the organization of a terminal or local warehouse association.

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FEDERAL MARKET REPORTS ON POTATOES TO BE ISSUED FROM NORTH CAROLINA

A temporary field station will probably be opened by the Federal Bureau of Agricultural Economics at Elizabeth City, N. C., June 4, for the issuing of market reports on potatoes.

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MARKETING ACTIVITIES

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Vol. 3, No. 23.

MARKETING WORK IN DELAWARE PROGRESSES

Since the organization in 1921 of the Delaware Bureau of Markets, Dover, Del., many new features of marketing work have been undertaken. The original program included the standardization of grades and packages for farm products, the establishment of a market-news service, and assistance in transportation and organization problems. The State Bureau has not only greatly enlarged the original activities, but has included the following additional features: investigating marketing practices and the cost of marketing; reporting crop conditions; compiling credit ratings of dealers; giving market advice to producers; advising consumers when to purchase farm products for home canning; and advertising Delaware products.

The State Bureau has been authorized to establish an inspection service on apples. The appropriation for marketing work, for the fiscal year beginning July 1, is \$7,000, an increase of \$3,000 over that for the present year.

W. T. Derickson, Director of the Bureau, is planning to have additional office help with the beginning of the new fiscal year.

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UNIVERSITY OF MINNESOTA TO GIVE SUMMER WORK IN AGRICULTURAL ECONOMICS

Graduate and undergraduate courses in agricultural economics will be offered during the summer term at the University of Minnesota, St. Paul, Minn., by the Division of Agricultural Economics. Courses will be given in Marketing of Farm Products, and Economics of Agricultural Production. Seminars will be conducted in both of these fields and also in Land Economics. The seminar work in Marketing will deal especially with marketing organization. The Department of Economics is offering courses in Economic Theory, Money and Banking, Transportation, Statistics, and Accounting.

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OFFICE OF TERMINAL MARKET REPRESENTATIVE IN SOUTH DAKOTA ABOLISHED

Effective July 1, the office of Terminal Market Representative in South Dakota will be abolished, according to a recent act of the legislature. This office, which is a part of the State Department of Agriculture, is held by F. O. Simonson. Headquarters are at Sioux Falls, S. D.

Library, Dept. of Agr.,
Washington, D. C.

RECENT MARKETING LEGISLATION IN MISSOURI

Among the important bills enacted by the Missouri State Legislature, during its recent session, the following have a bearing on the marketing of farm produce: (1) The Anti-Filled Milk Bill makes illegal the sale of any milk or milk product to which has been added any fat or oil other than milk fat, either under the names of said milk products or any of the derivatives thereof, or under any fictitious trade name whatsoever. (2) The Truthful Advertising Bill makes it illegal to sell, expose for sale or advertise any substitute designed to be used as a substitute for butter, or use the word "butter," "creamery," or "dairy," or the representation of any breed of dairy cattle or any combination of such words commonly used in the sale of butter. (3) The Produce Exchange Bill declares all places where eggs, poultry and poultry products are bought, sold or exchanged to be public markets, thus enabling farmers' cooperative egg-marketing organizations to secure a seat on the Merchants' Exchange of St. Louis, or elsewhere, on equality with other members. (4) The Warehouse Bill provides that all warehouses answering certain descriptions which offer their spaces to let are declared to be public warehouses, thereby enabling farmers to secure such space for their products on equality with others, and protecting them against discrimination in the renting of such warehouse spaces. (5) The Non-stock, Non-profit Cooperative Marketing Bill is practically identical to the cooperative bills recently created in several other States. It differs from those bills in that they provide for capital-stock cooperative corporations. Missouri passed a Capital-Stock Cooperative Marketing Act in 1919. The new Non-stock, Non-profit Cooperative Marketing Act now gives Missouri farmers ample latitude in the organization of cooperative marketing associations.

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MEAT INSPECTION FOR U. S. SHIPPING LINES PROVES ITS VALUE

During the month of May, 361,846 pounds of meat, poultry, game and fish were inspected for the United States Shipping Lines, by a representative of the Federal Bureau of Agricultural Economics. Of this amount it was found necessary to reject 3,682 pounds for failure to meet the specifications. This rejected material represented an actual saving of \$277.93 to the Shipping Lines, in addition to enabling them to serve their clientele with the best available grades of these foods.

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NORTH CAROLINA COLLEGE OFFERS FOUR-YEAR COURSE IN AGRICULTURAL ADMINISTRATION

A four-year course in Agricultural Administration was started this year at the North Carolina State College of Agriculture, Raleigh, N. C., by the Department of Agricultural Economics and Business Administration. Twenty-three students were enrolled in the course during this past year. Training is given to students desiring to take up agricultural extension work, or to enter the field of cooperative marketing activities.

FEDERAL BUREAU TO IMPROVE MARKET CLASSIFICATION OF LIVE STOCK

A more definite classification of live meat animals is being prepared by the Live-Stock, Meats and Wool Division of the Federal Bureau of Agricultural Economics, in line with conferences that have been held with producers, animal husbandrymen and members of the trade. It has been found practicable to clarify the present classifications in certain respects. Hogs, cattle, calves, sheep and lambs are under consideration and tentative classes, sub-classes and grades in each group will be prepared for use in the live-stock market reporting work beginning with the first of July. These will agree at all times with the complete or standard classification which will be more inclusive in terminology than that used for market quotation purposes.

Some of the factors peculiar to the classification of live stock render such standardization far more difficult than that for other commodities. Because of the human equation involved and also the fact that it is not possible for the classifier to depend on any mechanical device, such classification can not be an exact science, but must depend chiefly on the training and ability of the men involved.

POTATO INSPECTION WORK PROVES VALUABLE TO SOUTH CAROLINA SHIPPERS

Potato shippers in the Charleston, S. C., vicinity are favorably inclined toward the cooperative State-Federal shipping-point inspection service which has been established this season. Reports indicate that a marked improvement in the care used by growers in grading their potatoes is apparent. The most common defects found are fork cuts, which, of course, can be avoided by more care on the part of the diggers. Some of the larger growers are using digging machines to good advantage. It is expected that more than 1,200 cars of potatoes will be inspected in this vicinity this season.

The shipping-point inspection service is being carried on by the Federal Bureau of Agricultural Economics in cooperation with the South Carolina Division of Markets, Spartanburg, S. C. F. L. Harkey, Chief of the Division, and his assistants are endeavoring to educate the growers regarding the necessity of grading their potatoes more carefully before sending them to market.

LOUISIANA SHIPPERS URGED TO LOAD CARS OF PERISHABLES CAREFULLY

In order to help eliminate the heavy losses incurred in shipping perishable products to market, specialists of the Extension Division of the Louisiana State University, Baton Rouge, La., are endeavoring to bring to the attention of growers and shippers the most approved methods of loading cars. Particular emphasis is being placed at this time on the methods to be used in loading new Irish potatoes.

NEW JERSEY PLANS EXPENDITURES FOR MARKETING WORK

A statement showing the estimated expenditures for marketing work in New Jersey, during the coming fiscal year, has been prepared by A. L. Clark, Chief of the State Bureau of Markets, Trenton, N. J., as follows:

| | |
|--------------------------------|-----------------|
| Executive | \$ 4,600 |
| Standardization and Inspection | 16,500 |
| Transportation | 4,200 |
| Cooperation and City Marketing | 3,000 |
| Market Reporting | 6,000 |
| Educational Publicity | 1,500 |
| Research | 2,200 |
| Accounting | 2,500 |
| | <u>\$40,500</u> |

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MISSOURI STATISTICIAN ADDRESSES CROP REPORTERS BY RADIO

A wireless convention of crop reporters was held in Missouri, June 1, when E. A. Logan, Federal Agricultural Statistician in Missouri addressed 1,400 State-Federal crop reporters and their friends from radio station WOS of the State Marketing Bureau, Jefferson City, Mo. The subject of Mr. Logan's talk was "The Romance of the Fields," and he described the cooperative crop-reporting work of the Federal and State governments, and explained some of the reasons why the farmer should give details in reporting his crops. Another lecture will be given by Mr. Logan on June 8, on the subject, "Lighting the Headlights for Agriculture." Some of the reasons why acreages and yields should be known by the farmer and how he may use this information will be outlined.

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MISSOURI BULLETIN DEALS WITH COOPERATIVE LIVE-STOCK SHIPPING

"Cooperative Live-Stock Shipping Associations in Missouri" is the subject of Bulletin No. 199, recently issued by the Agricultural Experiment Station of the University of Missouri, Columbia, Mo. The information compiled by the author, Ralph Loomis, is both historical and statistical. A number of tables are given showing the costs of marketing live stock through cooperative associations.

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BUSINESS ASSISTANCE GIVEN IOWA LIVE-STOCK SHIPPING ASSOCIATIONS

The Agricultural Economics Section of the Iowa State College of Agriculture, Ames, Iowa, is cooperating with 75 cooperative live-stock shipping associations, located in 10 different counties, in record and management demonstrations. Uniform records are kept for study by officers and managers of the cooperative associations.

CANADA ISSUES BULLETIN ON COOPERATIVE MARKETING OF POULTRY PRODUCTS

"Cooperation in Marketing Poultry Products" is the title of Bulletin No. 25 - New Series, recently issued by the Department of Agriculture of the Dominion of Canada, Ottawa. The bulletin presents a review of cooperative marketing activities as affecting the poultry industry. Some of the basic principles of cooperative marketing are set forth. Detailed information as to the organization and management of cooperative associations is given for the guidance of those contemplating the formation of a cooperative organization for the marketing of poultry products. The grading, pooling, warehousing, marketing and financing of poultry products are among the subjects given special consideration in this bulletin.

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ENGLISH OFFICIALS TO CONFER REGARDING U. S. COTTON STANDARDS ACT

A delegation of officials from the Liverpool Cotton Association and the Manchester Royal Exchange and Board of Trade will come to Washington, June 11, to confer with Secretary Wallace in regard to the provisions of the cotton standards act, which will go into effect August 1. The meeting will be held for the purpose of deciding what business adjustments will have to be made by foreign merchants handling American cotton as the result of the act. The act provides that all sales and shipments of American cotton in interstate and foreign commerce, according to any standard, must be in accordance with the United States official cotton standards.

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ARTICLE DESCRIBES NEW JERSEY'S EGG-MARKETING PLAN

How New Jersey poultrymen have been able to command and retain a satisfactory market for their eggs in New York City is told in an article appearing in the May 19 issue of the Michigan Farmer, by Dr. Frank App, Secretary of the Atlantic Coast Poultry Producers' Association, formerly the New Jersey Poultry Producers' Association. Dr. App, who jointly represents the New Jersey Bureau of Markets and the State Federation of County Boards of Agriculture, has done much for the poultrymen of New Jersey and adjacent States in organizing their association according to sound business principles.

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EGG-MARKETING BRIEFLY DISCUSSED IN MISSOURI BULLETIN

The advantages to be derived from marketing infertile eggs are discussed in Bulletin No. 32 recently issued by the Missouri State Poultry Experiment Station, Mountain Grove, Mo. How to handle eggs in order that they may be placed on the market in first-class condition is explained. Cuts are used to further emphasize the need of marketing only fresh, infertile eggs, especially during the summer months.

EGG-GRADING CAMPAIGN IN MISSOURI PROGRESSES

The egg-grading campaign which the Missouri State Marketing Bureau, Jefferson City, Mo., commenced in 1922, is being continued this year with new features added to the regular candling and grading demonstrations. A recent survey has convinced the State marketing officials that special effort should be made by the poultrymen to market infertile eggs in straight carlots, with a carload a week moving from each of eight or ten concentrating points. Intensive publicity is being put out by the State Bureau to teach producers of the increased profits that will result from improving the quality of eggs for market, especially by the production of infertile eggs.

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U. S. STANDARD WOOL GRADES PROVE POPULAR IN WYOMING

Warehousemen and bankers in Wyoming are unanimous in their endorsement of the Federal standard wool grades, according to a wool marketing specialist of the Federal Bureau who has just returned from a demonstration trip to Wyoming and neighboring States. Some of the warehousemen are quoted as saying that they consider the wool standardization work of the Federal Bureau as the biggest thing done by the Government to aid the wool business of the Northwest. A request has been made that the Federal Bureau assign some one to conduct grading demonstrations on a larger scale. This will meet a long felt need in the wool business, and will make it possible to grade the wool at the shearing pens.

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CONNECTICUT PUBLISHES GRAIN-MARKET REPORTS

The first of the reports on hay, grain and feed prices at principal Connecticut markets was published May 28 in the Connecticut Market Bulletin by the State Board of Agriculture, Hartford, Conn. The quotations were furnished by the Federal Bureau of Agricultural Economics which is cooperating with the State Board in supplying this service to farmers of Connecticut.

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COURSE IN MARKETING GIVEN AT NEW MEXICO AGRICULTURAL COLLEGE

A course in Marketing was offered this year for the first time at the New Mexico College of Agriculture and Mechanic Arts, State College, N. M. L. H. Hauter, Assistant to the Extension Director, taught the course.

STATE AND FEDERAL
MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 13, 1923.

Vol. 3, No. 24.

STUDY BEING MADE OF THE FOOD SUPPLY OF ALTOONA, PA.

In order to determine a profitable program for agricultural production for the territory adjacent to Altoona, Pa., a study of the food supply of that city is being undertaken cooperatively by the State Bureau of Markets, Harrisburg; the Pennsylvania State College; the Blair County Farm Bureau; and the Federal Bureau of Agricultural Economics.

The study will include a survey of the food consumption of Altoona, the nature of consumers' demands, and present sources of supply. Transportation and storage facilities will also be included. The economic relationship of the Pennsylvania Railroad and other industries to the food consumption of Altoona will be considered. The farming area tributary to Altoona will be surveyed in order to determine what food products can be raised more extensively than are now being supplied the Altoona markets from more distant producing areas. In general the commodities to be studied are wheat, dairy products, hogs, poultry, fruits and vegetables.

It is proposed to have a preliminary report of the study available by October 1, 1923. The completed report probably will not be finished before February of next year.

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BROAD SCOPE GIVEN TO MARKETING WORK IN WASHINGTON STATE

Considerable educational work in marketing will be undertaken this year by the Extension Service of the State College of Washington, Pullman, Wash. The extension specialists are planning to assist farmers in eleven counties in organizing cooperative associations for the marketing of miscellaneous fruits and vegetables, berries, grain, dairy products and potatoes. A milk campaign will be conducted in one county in order to stimulate milk consumption from a nutrition standpoint. It is planned to give twenty-five demonstrations in nine counties in improved methods of harvesting, storing and marketing fruit. Special attention will also be given to poultry marketing. Emphasis will be placed on the need for greater care in preparing poultry for market. One hundred demonstrations will be given in connection with the poultry work. Assistance will be given in conducting nine live-stock sales. Five counties will be represented in the sales. It is also planned to hold seven sales of dairy cows. Effort will also be made to interest dairymen in the more careful handling of market milk.

EFFORT MADE TO IMPROVE MARKETING CONDITIONS OF CALIFORNIA LAMBS

During the recent movement of spring lambs from California to Central-Western and Eastern markets, W. E. Schneider, California representative of the Live-Stock Division of the Federal Bureau of Agricultural Economics, cooperated with the California Wool Growers' Association in an effort to secure information on the lamb sales at the different markets. The information compiled proved to be a great aid to the California sheepmen in understanding the trend of the market and weights and prices of their stock.

Prior to 1921, Mr. Schneider relates in a recent report of the California lamb movement, it was the common practice to hold the lambs in California and market them in the fall months, but on account of the deflation period characteristic of 1920, the lambs held until the fall had only half the market value they had in May. Consequently during 1921 several shipments were made by local buyers to the Central-Western live-stock markets where they met a ready sale at profitable prices. Sheepmen were advised then, to ship all lambs of suitable weight and condition to the principal live-stock markets. In response, approximately 300,000 spring lambs were shipped to Eastern markets with a fair profit to growers and buyers.

In 1922 about 240,000 live lambs moved to Eastern markets, while about 35,000 dressed lambs moved in refrigerator cars to Chicago, Boston, New York and Philadelphia markets. Most of the Imperial Valley lambs were utilized in local consumption at Los Angeles.

The bulk of the lambs shipped East are purchased in the country from the producers by several large operators, some of whom also operate killing establishments at San Francisco. This system seems to make for a general price level at country points.

To date, during 1923, approximately 255,000 lambs have been shipped alive to Central and Eastern markets, and approximately 20,000 dressed lambs. Present indications point to another 25,000 being shipped during the remaining days of the season. The lamb industry in California is still regarded as in its infancy.

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OFFICE OF STATE COTTON GRADER CREATED IN OKLAHOMA

An act "creating a State cotton grader and a deputy cotton grader to be appointed by the State Board of Agriculture" was passed during the recent session of the Oklahoma Legislature. According to the provisions of the act, the person appointed as State cotton grader must be a licensed grader of the United States Department of Agriculture. The United States official cotton standards are declared to be the official cotton standards of Oklahoma. The State cotton grader and deputy cotton grader are authorized to grade and classify samples of cotton submitted. Full and complete records are to be kept of each sample of cotton graded and classified. Ten thousand dollars was appropriated annually for carrying out the provisions of the act.

EXAMINATION ANNOUNCED FOR MARKETING SPECIALISTS IN HAY OR SEEDS

An unassembled examination for Associate Marketing Specialist and Assistant Marketing Specialist (Hay or Seeds) has been announced by the United States Civil Service Commission, Vacancies in the Federal Bureau of Agricultural Economics, for duty in Washington, D. C., and in the field, at salaries ranging from \$3,000 to \$3,600 a year for Associate Specialist, and from \$1,800 to \$3,000 for Assistant Specialist, will be filled from this examination. Because of the needs of the service applications will be rated as received until August 31, 1923.

The duties of the associate marketing specialist will be to conduct investigations in the handling, marketing and distribution of hay or seeds; to make careful study of the facilities available for handling and transporting either of these products; to secure marketing information relative to their supply, movement and prices; to assist in the development of a market news service; to secure information for use in the determination of market grades and standards for these products; to supervise the work of the Federal hay inspectors; and to assist in the betterment and improvement of marketing conditions affecting the handling of these products.

The duties of the assistant marketing specialist will be to assist associate marketing specialists in investigations of the handling, marketing and distribution of hay or seeds; to secure market information relative to their supply, movement and prices; to secure information for use in the determination of market grades and standards for these products; and to assist in the inspection of hay.

Competitors will not be required to report for examination at any place, but will be rated on education, experience and fitness, and on a thesis submitted with application.

Further information regarding the prerequisite requirements for this examination may be obtained from the United States Civil Service Commission, Washington, D. C.

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NEW JERSEY DAIRYMEN ENDEAVOR TO MARKET HIGH QUALITY OF MILK

The dairy division of the State Bureau of Markets, Trenton, N. J., following an investigation of the dairy industry of the State, reports that marked progress is being made in the quality of milk placed on the city markets of New Jersey. Jersey dairymen are anxious to serve better milk to their city consumers. "Milk is no longer just 'milk,'" says Paul B. Bennetch Dairy Specialist of the Bureau, who has been conducting the investigation. "The public is discriminating in its choice. This is especially true where milk is supplied to the home. The modern housewife wants a safe and sanitary product for her family and generally will have no other kind. Local health authorities also are looking into the source of milk supply in their communities and the whole tendency is toward an improved product."

"While it costs more to produce the quality of milk the public demands, wide-awake farmers have learned that it pays. So we find on the most successful dairy farms today, better buildings, well-equipped, clean and sanitary, with healthy cattle, cared for by healthy employees."

REPORT ISSUED ON TERMINAL MARKETING CONDITIONS IN NEW YORK CITY

A preliminary report of the terminal conditions at the port of New York as they affect the marketing of fruits and vegetables, has been prepared by Walter P. Hedden, Research Agent in Marketing, cooperatively employed by the Federal Bureau of Agricultural Economics and the Port of New York Authority. The report is based on an extensive study of terminal marketing facilities in New York City, which Mr. Hedden has been conducting during the past year.

According to the report, there is impending danger of a complete break-down in the marketing machinery by which more than 70 per cent of New York's supply of fruits and vegetables is received. Present terminal facilities are reported to be utterly inadequate to handle the city's supply of fruits and vegetables. Quoting from the report, "The present system of car float and pier station operation, of breaking and handling bulk with each commercial operation, of long truck haul in and out of a central market is not only expensive but threatens to break down altogether because of the inability of the railroads to handle the rapidly growing traffic over their available pier space. The most striking fact about the terminal handling of fruits and vegetables at New York is that it is largely a railroad problem."

The methods and costs of handling shipments at the piers are discussed by Mr. Hedden in his preliminary report. Further studies are to be made before detailed plans for improvement are suggested.

Copies of the report are available in mimeographed form.

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MISSOURI CONTINUES GRAIN-GRADING PROGRAM OF LAST YEAR

Missouri farmers are being given an opportunity again this year to learn how to grade their grain in accordance with the United States Official Grain Standards. The State Marketing Bureau, Jefferson City, Mo., is continuing its grain-grading program started last year and arrangements are now being made for a number of demonstrations as requested by dealers, county agents, vocational agricultural teachers and others. C. P. Anderson, Grain-Grading Specialist, is in charge of the work. Equipment for making the standard test weight per bushel on grain is carried, and practical demonstrations with the farmers' grain are given. Pamphlets and placards explaining the United States Official Grain Standards are distributed and posted in elevators and elsewhere.

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ADDITIONAL TEMPORARY FIELD STATIONS TO BE OPERATED BY FEDERAL BUREAU

A temporary field station for the issuing of market reports on tomatoes was opened at Jacksonville, Tex., June 11, by the Federal Bureau of Agricultural Economics. The Federal Bureau is also planning to open a station at Valdosta, Ga., about June 19, to report the watermelon movement from that vicinity.

SOLUTIONS OFFERED FOR WISCONSIN'S BUTTER-MARKETING PROBLEMS

The State-wide adoption of the cooperative method of marketing butter has been recommended to Wisconsin farmers by specialists of the Agricultural Experiment Station of the University of Wisconsin, Madison, as one solution for the butter-marketing problems of the State. In an article appearing in Bulletin No. 352, "Science Serves Wisconsin Farms," recently published by the Experiment Station, the story of how one county of the State has profited by cooperatively marketing a high grade of butter on Eastern markets is told. The cooperative creameries included in the shipping unit have increased their income from butter by \$50,000 in one year. The need of rigid standardization is also recommended. "With the premium that is offered for butter scoring 93 on the Eastern markets, many Wisconsin creameries that formerly only attempted to make a butter scoring 92 are learning that with a little extra effort they can obtain a product of such quality as will enable them to receive the fancy prices paid by the trade for butter testing 93." It is also suggested that suitable brand names be provided for Wisconsin butter.

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POTATO GROWERS IN COLORADO INTERESTED IN COOPERATIVE MARKETING

Progress is being made among the growers in the potato-producing sections of Colorado in the formation of local marketing associations for the cooperative handling of their crop, according to W. F. Heppe, Extension Agent In Marketing, Fort Collins, Colo. Mr. Heppe has been speaking at a number of meetings throughout the potato district of the State explaining the fundamentals of cooperative marketing, its objects and business methods. This educational work is being carried on as a safeguard to the cooperative movement, so that the growers will have a substantial understanding of the working principles of their associations. All organization work in Colorado involving the soliciting and signing up of members, is handled by an organization manager, W. S. Hill.

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CALIFORNIA GRAIN SPECIALIST CONFERS WITH FEDERAL OFFICIALS

Leonard M. Jeffers, Chief Grain Inspector with the California Department of Agriculture, Sacramento, Calif., is now in Washington, D. C., conferring with officials of the Federal Bureau of Agricultural Economics regarding various lines of marketing work in which the California Department of Agriculture and the Federal Bureau of Agricultural Economics are both interested. The lines of work include shipping-point inspection on fruits and vegetables, rice and barley standardization, and warehousing. The State Department of Agriculture is also interested in a bean-standardization program. Arrangements are being developed to handle some of these lines of work jointly.

PURCHASING POWER OF NEBRASKA GRAINS DESCRIBED IN NEW BULLETIN

"Purchasing Power of Nebraska Grains" is the title of Bulletin No. 187, just published by the Agricultural Experiment Station of the University of Nebraska, Lincoln, Nebr. A number of tables and charts accompanying the text show the purchasing power of Nebraska wheat, corn and oats. The index number is based on 1913 price figures. The joint authors of this publication are Professor H. C. Filley, Chairman of the Department of Rural Economics, and E. A. Frerichs of the same department.

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SHORT COURSE IN COTTON GRADING TO BE GIVEN AT UNIVERSITY OF ARKANSAS

A short course in cotton grading and classing if offered again this year to Arkansas cotton growers and members of the trade, by the College of Agriculture, University of Arkansas, Fayetteville. The course starts June 18 and will continue for three weeks. Special effort is made by the College to give a course to those who want practical training in cotton stapling, handling and classing and who must of necessity spend but a short period in receiving instruction.

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INDEX TO SOME SOURCES OF CURRENT PRICES COMPILED BY FEDERAL BUREAU

An index to some sources of current prices has been compiled by the Library of the Federal Bureau of Agricultural Economics, and issued in mimeographed form. The index lists the various commodities in alphabetical order and shows the names of periodicals quoting prices on said commodities at different markets. In most cases commodities are listed under the general term instead of the specific. A list of the periodicals consulted in compiling the index is also included.

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STANDARDIZATION EMPHASIZED IN NEW HAMPSHIRE'S WEEKLY MARKET BULLETIN

"Standardization" is the theme of the June 6 issue of the Weekly Market Bulletin published by the New Hampshire Bureau of Markets, Concord. Emphasis is placed upon the need for more careful standardization practices by New Hampshire farmers who often experience difficulties in moving their surplus products through the marketing channels. Short articles on standardization as practiced in several other States appear in the Market Bulletin.

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STATE AND FEDERAL
MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



June 20, 1923

Vol. 3, No. 25.

HAVRE COTTON EXCHANGE TO RECOGNIZE AMERICAN COTTON STANDARDS

As a result of the World's Cotton Conference, held in Washington, D. C., last week, at the call of the United States Department of Agriculture, the Havre Cotton Exchange has agreed to adopt the American standards as the universal standards for cotton of American growth, with the understanding that the United States cotton standards act permits trading on the basis of the millimetre designation, including strength and character in addition to length. The United States Department of Agriculture has agreed that in the event that changes become apparently desirable, provision will be made for a revision of these standards by representatives of foreign cotton exchanges in conference with representatives of the American cotton industry and the Department of Agriculture.

Members of the Havre Arbitration Appeals Committee will be vested with the authority to determine finally the true classification as to grade and color, in accordance with said standards of cotton of American growth exported from the United States. This decision was made in order to avoid the difficulties and delays which might result were all final appeals referred to Washington.

The Havre Cotton Exchange has offered to cooperate with the United States Department of Agriculture in any effort made to improve the foreign cotton trade as it may hereafter be conducted under the new agreement.

No definite decision was arrived at by the English cotton exchanges in regard to the proposals of the United States Department of Agriculture and the American cotton trade in connection with the United States cotton standards act which goes into effect August 1, 1923. The English delegates have returned to place their views on this subject before the members of their own exchanges. It is expected that within the next three weeks further information will be received from these European exchanges and a definite decision reached.

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NEW MARKETING STUDY TO BE MADE IN BOSTON

Plans are being made by the Massachusetts Division of Markets, Boston, Mass., and the Federal Bureau of Agricultural Economics, to make a study of the "Wastes in the Terminal Handling of Perishable Food Products." A. F. Erickson, who has just completed a study of the "Influence of the Push-Cart Vendor on Glutted Markets" will conduct the new investigation in Boston this summer.

WISCONSIN EGGS MUST BE CANDLE

A recent order of the Wisconsin Department of Markets, Madison, Wis., requires all eggs to be candled and a candling certificate placed on the cases. With the enforcement of this new ruling, which went into effect June 15, it is predicted that the quality of Wisconsin eggs will be greatly improved, and the big losses resulting from shipping unmarketable eggs will be eliminated. State marketing officials are endeavoring to bring to the attention of egg producers of the State the necessity of carefully candling and grading all eggs before shipping them to market. "Candling is the only sure means of determining an egg's quality," marketing officials advise, "and is the only safeguard a dealer has who is handling this product." It is pointed out that country buyers, in order to protect themselves from legal action under the new ruling, should candle all eggs as they are received and buy strictly on a loss-off basis, returning all unmarketable eggs to the producer.

In connection with its egg-standardization program, two State grades for eggs have been established by the Wisconsin Department of Markets. These grades are not made compulsory but are designed to fix a definite standard for those dealers who wish to trade upon a graded basis. In commenting upon the need for such grades, the Wisconsin Department of Markets says:

"In the past much uncertainty has prevailed among shippers and receivers as to quality standards; consequently most transactions have been made on a current receipt basis and little if any premium paid for good eggs. This has tended to make country shippers careless in handling the eggs they receive and has resulted in much needless deterioration in quality at country points. It has further made it impossible for the country dealer to buy upon a quality basis from his producers and this has again encouraged farmers in their carelessness as no higher price has been generally paid for good eggs than for the poorer quality. When quotations are established upon Wisconsin Extras at a premium over ordinary eggs it will furnish an incentive for more country dealers to buy and ship only good eggs and will enable them to pay more to the producer who is careful with his flock and is delivering a high quality product."

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NEW BULLETIN EXPLAINS HOW TO OPERATE A MILK PLANT

"Milk-Plant Operation" is the subject of Department Bulletin No. 973, just issued by the United States Department of Agriculture. The various operations are described in somewhat the same order as they occur in the ordinary city milk plant, beginning with prompt removal from the railroad station and suitable care on arrival at the plant. New milk plants are constantly being established, especially by organizations of producers or of producers and small dealers, and the question of management is of considerable importance. This bulletin is designed to be of assistance to the new manager who assumes the duties of running a milk plant successfully.

Copies of the bulletin may be obtained free from the Division of Publications, United States Department of Agriculture, Washington, D. C.

DIAGRAM EXPLAINS MINNESOTA'S COOPERATIVE MARKETING ACT

A diagram of organization possible under the new cooperative marketing act, as adopted in Minnesota, has been worked out by W. J. Corwin, Extension Division of the University of Minnesota, St. Paul. In explaining the diagram, which is applicable to any agricultural commodity, Mr. Corwin says:

"The producer becomes a member of a cooperative marketing association, district or otherwise, depending upon the nature of the commodity to be handled and other local conditions, but covering a sufficient area to secure an economical volume. These cooperative marketing associations may unite to form a central agency (usually state exchange) to which all the powers of selling, grading, storing, standardizing, etc., may be delegated, as specified in the membership agreement between the individual association and the central agency. The producer's contract or membership agreement with his marketing association may make it mandatory upon the association to join the central agency. In case of the egg and potato contracts, it is mandatory when a minimum number of associations have been formed.

"The marketing association may rent warehouse service or the members may agree among themselves to form a separate warehouse corporation and then the marketing association can contract with the warehouse corporation for service. The reason for this is to give legal standing and backing to the warehouse receipts. If necessary in building or buying warehouses, additional capital from outside investors may be used as preferred stock to be paid back in five years. The marketing association charges its producer members a little more than the actual storage and handling cost and this excess is used to pay off the preferred stock. Each producer is credited with such deductions and as the preferred stock is paid for it is automatically redistributed as common stock to the producers on the basis of their business transacted.

"The producer delivers his products to his own marketing association, which may sell them at once or store them with the warehouse corporation and use the storage receipts issued to the marketing association as collateral for loans under the new intermediate credit act or otherwise for making advances to members until the products are all sold. The marketing association office may or may not occupy a part of the warehouse, and one marketing association may have more than one warehouse within its area."

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NEW RECORD PRICES ESTABLISHED FOR LANCASTER COUNTY BEEF CATTLE

A member of the Pennsylvania State Bureau of Markets, Harrisburg, Pa., reports that new record prices for Lancaster County beef cattle were established at the Third Annual Fat Cattle Show, held at the Lancaster, Pa., Stock Yards, June 6 and 7. Buyers from all sections of the East and Middle West entered into keen competition for the 1,600 head of cattle offered, and the bidding at times became a "do or die" affair as the buyers contested for the prize winners. The average price paid was \$1.67 per cwt., higher than last year. The Grand Champion carload, composed of 14 Angus steers, sold for \$15 per cwt.

STATE MARKETING SPECIALIST TO ASSIST COOPERATIVE ASSOCIATION

Kenneth Hankinson, Organization Specialist of the New Jersey State Bureau of Markets, Trenton, N. J., has been granted a temporary leave of absence in order to assist the Jersey Fruit Growers' Cooperative Association, Camden, N. J., in marketing the peach crop this season. Mr. Hankinson will be in charge of an office which the association will open at Newark, N. J., July 1. Plans are under way for the establishment of offices at other large consuming points in northern New Jersey, eastern Pennsylvania and in New York City. By placing representatives in the main consuming centers the association is of the opinion that much waste will be eliminated in the marketing of the crop.

In order to facilitate the rapid handling of the peach crop, high-powered motor trucks, as well as special express freight service, will be employed by the association for delivery of its peaches within a radius of 100 miles of the packing houses. Buyers within the motor truck routes, the organization claims, will receive the peaches in a fresher and better condition than is possible under former methods. Carlot shipments, aside from the nearby territory, will be sold through the Federated Fruit and Vegetable Growers. The Jersey Fruit Growers' Cooperative Association has discontinued the "Blue Jay" brand name which it used last year, and has adopted the trade mark "Jersey Jerry" for branding its products this year.

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ARRANGEMENTS MADE FOR MARKET REPORTS ON TEXAS WATERMELONS

Arrangements have been made with the Texas Radio Market News Service, Austin, Tex., to issue mimeographed reports on watermelons, beginning about June 18. This special cooperative service will cover only the South Texas melon deal and probably will not last longer than two weeks. J. Austin Hunter of the Division of Markets, Warehouse and Markets Department of Texas, is the joint representative of that Department, the State Department of Agriculture and the Federal Bureau of Agricultural Economics, in conducting the Texas Radio Market News Service.

The East Texas and North Texas watermelon growers and shippers will receive market reports later in June from the Fort Worth office of the Federal Bureau of Agricultural Economics. These arrangements make it unnecessary to operate the usual field stations at Hempstead and Sulphur Springs this season.

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CALIFORNIA SWEET POTATO GROWERS CONTEMPLATE COOPERATIVE MARKETING

Sweet potato growers in the vicinity of Turlock, Calif., are endeavoring to organize for the cooperative marketing of their crop. An organization specialist of the California Division of Markets, Sacramento, Calif., has been conferring with the growers and explaining to them the fundamental principles of cooperative marketing.

RETAIL MEAT BUSINESS IN WISCONSIN DESCRIBED IN NEW BULLETIN

Results of the investigation of the retail meat business in five Wisconsin cities are set forth in a bulletin entitled, "1921 Profits and Expenses of Retail Meat Markets," just published by the State Department of Markets, Madison, Wis. The study was based on data obtained from 75 retail butcher shops in Racine, Madison, Milwaukee, Green Bay and Eau Claire. Wholesale markets were not included in the investigation and shops handling smoked meats only were also excluded. All of the retail markets in the five cities were visited but the accountants were successful in securing detailed statements of sales and expenses from only one out of every eight markets.

Special attention was given to excessive profits as a cause of high meat prices. Also one of the objects of the investigation was to determine the extent of conspiracies by butchers to maintain exorbitant prices and their ability to stifle competition.

In tabulating the data gathered, attention was given to delivery and non-delivery stores, to privately-owned establishments and to chain-store systems. In addition to summarizing the data as a whole, a detailed tabulation by cities is included.

The bulletin was prepared by Nelson C. Hall, Accountant with the State Department of Markets.

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EXAMINATION FOR GRAIN SAMPLERS ANNOUNCED

An examination for the position of Grain Sampler has been announced by the United States Civil Service Commission for July 11, 1923. Vacancies in the Federal Bureau of Agricultural Economics, for duty in Washington, D. C., or in the field, at salaries ranging from \$1,440 to \$1,620 a year, plus the \$240 bonus, will be filled from this examination.

The duties of appointees will be to sample and assist in sampling grain under the direction of a supervisor, to identify and report upon all kinds of damage and odor in grain, and all "plugged" or fraudulently loaded cars. A grain sampler must be familiar with elevator construction and the methods of transferring grain from car to car, from elevators to cars, and from cars to elevators. He must also know how grain is handled in railroad yards and the methods used by railroads in moving grain from track to track and in locating grain.

Further information may be obtained from the United States Civil Service Commission, Washington, D. C.

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MARKET REPORTS ON CANTALOUPE TO BE ISSUED FROM PHOENIX, ARIZONA

Plans are being made by the Federal Bureau of Agricultural Economics to operate a field station for the issuing of market reports on cantaloupes at Phoenix, Ariz., from July 2 to July 20.

NEW COOPERATIVE MARKET REPORTER APPOINTED IN NEW JERSEY

In connection with the cooperative market-reporting work with the New Jersey State Bureau of Markets, Trenton, N. J., the Federal Bureau of Agricultural Economics has appointed Samuel W. Russell as an Assistant Marketing Specialist. Mr. Russell has already taken up his headquarters in New York City to report the early morning markets of that city and of Newark, N. J. This work was formerly handled by Rogers Koops, who is now in Chicago taking training as a Food Products Inspector. Mr. Russell was formerly the cooperative inspector at Harrisburg, Pa., with the Pennsylvania Bureau of Markets.

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TEXAS POULTRY MEN COOPERATE IN MARKETING PROJECT

Poultry producers in Dallas County, Tex., with the assistance of extension workers of the Agricultural and Mechanical College of Texas, College Station, Tex., are cooperating in placing a superior quality of eggs on the market. A profitable market has been located for first-quality eggs, and cooperative shipments are now being made. The extension workers are bringing to the attention of the poultrymen the necessity of delivering a standard product in order to retain a recognized place on the markets.

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COOPERATIVE POULTRY MARKETING DEVELOPS IN MISSISSIPPI

Poultry marketing is receiving special attention in Adams County, Miss., according to the Extension Division of the Mississippi Agricultural and Mechanical College, Agricultural College, Miss. The County Cooperative Marketing Association has recently amended its by-laws to include a poultry division. This association will handle a certain percentage of the members' products and will strive for higher prices on the basis of selling only carefully graded eggs.

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NORTH CAROLINA FARMERS ATTEMPT COOPERATIVE MARKETING

Farmers in Macon County, N. C., are becoming much interested in the cooperative marketing of their products. With the assistance of extension workers of the State College of Agriculture and Engineering, Raleigh, N. C., 260 farmers recently took part in a cooperative sale of live poultry. Over 9,600 pounds of poultry were sold at an average price of 21 1/2 cents a pound. The farmers are also selling eggs and cream on the cooperative marketing plan and are much pleased with the results obtained through their combined activities.